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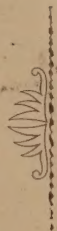
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INDUSTRIAL 



VOLUME III.



THE
MANUFACTURING
INTERESTS



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THE

CHICAGO

Chicago

THE GOODSPEED PUBLISHING COMPANY

1894

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PREFACE.

...

THE publishers herewith present to their patrons Volume III of their series of ten books on the history of Chicago. It will be found to contain a large amount of valuable historical matter never before in print, treated with a system and a degree of accuracy that will commend the volume to all who examine it. The other volumes of the series will make their appearance as fast as they can be compiled and published. Thanking our patrons for their liberal support and warm encouragement in our great undertaking, we shall proceed to make the subsequent volumes even more interesting and valuable than those which have already been issued.

THE PUBLISHERS.



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ERRATA.

Page 219. Sketch Foss Bros. 36th line insert "Robert died July 28, 1893."

Page 314. Sketch I. Stephenson. Third paragraph read "1882" for 1883, first line; "two" for three in third line.

Page 355. Sketch S. M. Jones. Second paragraph, first line, for September 13 read "16;" eighth line, read "Amherst" for Enfield.

Page 382. Sketch Winslow Bushnell. Second paragraph insert "Edward died in 1892," and for Bushnell Mill Company read "People's Lumber Company."

Page 401. Sketch George G. Wilcox. Third paragraph, after O'Brien, Green & Co., add "reorganized as the John O'Brien Lumber Company, of which Mr. Wilcox is vice-president." Also read "Anna" for Alla, third line, fourth paragraph.

Page 416. Sketch A. R. Gray. Read "Whippany" for before "Morris" in first line, "42" for 31 in fourth line; in second paragraph, sixth line, add "organizers of the" before the word association.

Page 467. Sketch John Spry. Fifth paragraph read "Illinois" for La Salle.

Page 490. Sketch P. Sawyer. Read "Algoma" for Algona in second paragraph; "1856" for 1849, second line, fourth paragraph; in third line, "1857 and 1861" for 1859, and in fifth paragraph, fourth line, "and daughter" after the word son.

Page 508. Sketch F. C. Jocelyn. Second paragraph, first line, read "1856" for 1857. Page 509, second paragraph, tenth line, read "1880" for 1873; third paragraph, third line, insert "the business at Kansas City" after the word year. Page 510, second line, read "4415 Drexel Boulevard" for West Pullman, and "Berenice" for Bennie. Add, "became interested in banking and established the West Pullman Bank."

Page 556. Sketch William Ripley. Fifth paragraph read "Persie L." for Persie P.

Page 558. Sketch R. L. McElwee. Twenty-fifth line read "William" for Robinson.

Page 577. Sketch A. H. Hitchcock. Third paragraph, third line, read "1887" for 1888.

INDUSTRIAL CHICAGO



THE
MANUFACTURING
INTERESTS.

CHAPTER I.

THE LUMBER TRADE OF CHICAGO.

BY GEORGE W. HOTCHKISS.

PREFACE.

IT will be recognized by the most casual thinker that the history of a trade so extensive as that of the lumber business of Chicago, embracing a period of sixty years, and including thousands of participants, must naturally be restricted in its reference to individuals, unless made too prolix and voluminous. It has therefore been the aim of the historian to condense so as to include the more salient points needful to give a clear and succinct, but general history of the leading events connected with its inception and progress, leaving to the biographical department the record of individual participants, so far as the same are available.

It has been the aim of the historian to trace the beginning of the vast lumber trade of Chicago (which is in effect a history of the manufacturing districts of western Michigan and eastern Wisconsin in their earlier days), naming the individual participants to as late a period as the year 1870, after which date the vastness of their number seemed to render it unadvisable, in view of the fact that a voluminous record of the operations of the Lumberman's Exchange from its earliest organization, would seem to obviate the necessity. Fortunately for the purposes of the historian, the facts concerning the earlier years embracing the inception and growth of the lumber trade of Chicago, could yet be learned from the lips of actual participants in the trade of those

early periods, while the statistics given have been gleaned from the records of the Lumberman's Exchange, and other reliable sources. A fortunate ability to obtain access to a copy of each year's directory from the first publication in 1837 has enabled the embracing of authentic lists of the various operators, and to note the yearly changes. The work is respectfully dedicated to the most enterprising and the most public-spirited body of merchants of which our enterprising and progressive city can boast, representatives of the largest and most valuable of its individual enterprises, the lumbermen, of Chicago, with the conviction that it comprises an authentic and reliable history of the rise and progress of that vast industry in this city.

EARLY HISTORY.

The history of the lumber trade of Chicago is the history of the great Northwest. The boundless prairies upon which vegetation was confined to prairie grasses, with but here and there a stunted clump of forest growth, presented none of those native facilities for the erection of necessary dwellings and outbuildings which were requisite for their settlement and upbuilding. For many years the development of the country west of the Great Lakes was practically confined to the neighborhood of water courses, along or contiguous to which was to be found some small timber available for log dwellings, or to supply stock for the small saw mills which were a necessity for the few hardy settlers, who, while living in log cabins or earthen dugouts, must needs have more or less lumber for the floors of their dwellings, or the doors of their dugouts, when sawed lumber was available. In just such proportions as facilities presented for building comfortable dwellings, did settlements increase, canals and railroads add to the facilities of transportation, and the broad prairies develop into well-tilled farms, dotted with villages and cities, marking not only the centers of the greatest grain-producing districts of the world, but of the most progressive and highly cultivated people. But for a lumber industry at great distributing centers, assuring the thrifty but poverty-stricken settler from the East, or immigrant from other lands, that whatever other privations he might be called to endure, facilities existed for the building of a cheap but comfortable dwelling, in which to enjoy the products of the hard labor out of which the surrounding wilderness was to be made to blossom as the rose, there was nothing to invite him to undergo hardship and privation.

Up to the year 1836 or 1840 the settlement of the West was greatly hampered, and in fact greatly neglected. The home spirit of New England led to contentment under the old roof tree, and the spirit of adventure found its manifestations on the ocean rather than in delving into the secrets of that great expanse known only from the reports of early explorers, and only as the Great American Desert, inhabited alone (as it truly was) by roving bands of warlike savages, prepared at every point to contest the advance of the white man, and to resist the planting of the white man's civilization, which experience had already taught them meant to them only extermination.

The settlement of New Connecticut on the Western Reserve, Ohio, which practically dated from about 1826 or 1830, was but the pushing farther of the outposts which were the result of the emigration from New England into the central and western portions of New York and Pennsylvania. While a few small settlements dotted the banks of the Mississippi from St. Louis to New Orleans, the upper Mississippi and the country west of it were practically unknown except as Indian lands, and he was indeed a hardy and daring pioneer who ventured as far west as the Great Lakes, and small indeed the chances of the adventurer who sought to penetrate the region beyond.

With the advent first of the saw mills of Michigan and eastern Wisconsin, combined with the lumber yards of Chicago, and the subsequent building of saw mills on the banks of the Mississippi and Wisconsin Rivers for the manufacture of the logs and timber floated down from the forests of Wisconsin and Minnesota, has come a mighty civilization, ever increasing in volume, demanding each day some increased and improved system of transportation, for the conveyance of the vast products of the farm to an eastern and foreign market, no less than of building material and the comforts of life to a happy and contented people who have brought luxury out of privation and built mighty cities where but the smoke of the Indian tepee had ascended. To Chicago more largely than any other locality or influence is this great change ascribable. Located in a position more readily accessible as a focusing point for the vast region beyond than any other, it possessed superior advantages for the concentration of the products of the country lying east of it, even to the great ocean which borders our eastern coast. Located near the foot of Lake Michigan, around or across which all travel must pass, it was the natural western terminus of that great water-course built by the State of New York, the Erie Canal, via Lakes Erie, Huron and Michigan, and with the introduction of steamboats to take the place of sailing vessels, the tedious, and oft times dangerous, transit by stage was overcome, although the actual distance was nearly doubled, while in later years the locomotive has annihilated distance and danger.

The advantages of Chicago as a central trading post were recognized by the French previous to the year 1700, before which date they had established here a trading post, mission and fort the exact location of which is now unknown. In 1795 at the treaty of Greenville no fort was then standing here, but it was recognized that a fort "had formerly stood" here. The next fort was built on the present site of Chicago by the United States government in 1803-4, but fur traders had made it a central point for trading with the Indians for many years previous to that date. John Jacob Astor established here in 1809 a branch of the American Fur Company.

Here log cabins were built and trade carried on with the Indians, and the few hardy white men, mostly French half-breeds, who as hunters and trappers were the camp followers of the American Fur Company, until the massacre of 1812 scattered the little band, which henceforth was more nomadic than settled, unless we except the garri-

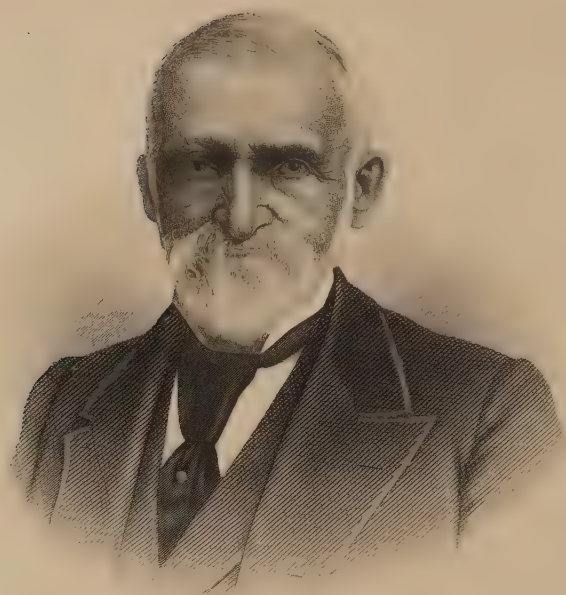
son, which, having built Fort Dearborn, remained, less to protect the few settlers than as a menace to any ill-advised attempts to secure British possession of the great Northwest Territories.

Up to 1830 but few people were attracted to this section, only the more hardy and adventurous braving the dangers of the journey in open wagon, involving pedestrianism for a great portion of the way, or the scarcely less feared perils of rough and tempestuous lakes in small and uncomfortable vessels. But about this time the spirit of adventure began to have an abnormal development, and young men from the East began to exhibit those evidences of unrest and push which has made the name of "Yankee" synonymous with enterprise, investigation, and improvement. In 1833 probably 300 souls had gathered at the mouth of the sluggish stream which wound its tortuous way to what is now Rush Street bridge, then turning south, emptied into the lake, at what is now the foot of Madison Street. In 1832 a postoffice was established, and for the first time a weekly mail, brought in on horseback, gave encouragement to those already here to expect not only greater personal freedom from the discomforts of frontier life, but a rapid increase in population, an expectation which was speedily realized to an extent that the most optimistic had not dreamed.

Chicago was at that time fairly wooded, the north side of the river being a sparse forest of elm, oak, cottonwood and a few scrub pine of the *pinus resinous* or Norway variety, while forests of a similar character extended south to and about the Calumet River. It was upon this forest growth that the early settlers depended for timber with which to construct the fort and stockade and the few log dwellings of the earlier days.

Probably the first frame building in the city was erected by Ezra Adams, a soldier, who by trade was a carpenter and plied his vocation in the absence of absorbing military duties. In 1832 Mr. Adams purchased a small raft of square timber of suitable building sizes, which had been hewed on the Calumet River and wrecked in the endeavor to tow it up the lake to the fort. Mr. Adams was more successful in bringing it into port, and this is the first manufactured lumber or timber of which record is to be had in the annals of Chicago. Mr. Adams died in 1889, but his widow survives (1894) and resides at Evanston, in this county. The population of 1830 is stated at not over fifty, which increased in 1832 to 350, an increase which apparently did not repeat itself during the immediate succeeding years, as we find that in 1833 but twelve citizens voted upon the question of incorporating the town, while in 1834, at the second election for trustees, only 111 votes were cast, and one year later, 1835, but 210 votes were polled, indicating a population of not over 1,000 souls. An official census in 1837 revealed a population of 4,170 persons.

It is a question as to when the first cargo of lumber was brought to Chicago. The venerable Judge J. D. Caton, who is still living in his elegant residence on Calumet Avenue, says:



Nathaniel J. Brown
Lemont, Cook County Illinois

"When I came here in 1833, all the lumber used was whitewood, brought from the St. Joe River, Michigan. There were two schooners engaged in that trade, viz: The schooner Chicago, commanded by Capt. Carver, and the Ariadne, commanded by Capt. Pickering. Indeed, I first came to Chicago on the latter vessel, which was loaded with whitewood lumber. I had reached St. Joe from White Pigeon on a raft of whitewood, which was floated down the river. In 1834 the Ariadne was replaced by the schooner Illinois, which Capt. Pickering had built at Oswego in the winter of 1833-34. The Chicago and Illinois ran in the same trade during the summer of 1834; after that my recollection is not so distinct, so that I cannot say whether any pine lumber appeared in the Chicago market during 1835, but I feel quite confident that I should have noticed it if any had appeared in 1834, and am very certain that there was none in 1833. In 1836 I built the first house on the school section west of the river, and for which I used pine lumber, which was then plenty in the market, but I cannot say where it was cut. I remember that in the spring of 1834 I went up the North Branch to a point near Clybourn Avenue to assist in raising a steam saw mill, which was built there by George E. Walker, of Ottawa, and the late George Hickling. Every able-bodied man in town went to the raising. The mill was of the old-fashioned 'sash' or gate single (upright) saw, and could probably cut 2,000 feet of boards in twelve hours, from the cottonwood, oak, and elm, which were indigenous to the soil. A standing joke regarding this mill was that its crank pin was made of oak, and that in place of the saw making a full stroke, the log rose to meet it half way. Saw mill men will appreciate the sarcasm, especially such as remember the old-fashioned gate saw and bail dog of the early saw mill days. In 1832 or 1833 another Mr. Walker, of Walker's Grove (now Plainfield), built a water saw mill on the Du Page River, one or one and a half miles from the present site of Plainfield, where he manufactured oak, walnut, hackberry, cottonwood, and elm, which he teamed forty miles to Chicago for a market. S. B. Cobb, I remember, went to that mill in 1833 and got the lumber with which to build the first harness shop on the west side of the river. I got lumber from there as late as 1842."

Judge Caton was then a young lawyer, who in 1834 commenced the first suit filed of record in this bailiwick, but which was succeeded in 1835 by a large number of suits.

From all this it may readily be seen that the lumber trade had not assumed any great proportions down to 1835, notwithstanding Judge Caton's assertion that the schooners Chicago and Illinois were running in that trade. Their capacity, so nearly as can be ascertained, did not exceed ten or fifteen thousand feet each, and the traffic of the time did not demand any superfluous energy to cause an endeavor to make frequent trips. Previous to 1836 it is doubtful if market could be found for more than half a million feet, and surely not to exceed a million. There is no data obtainable to show that there was any demand from the interior, at least in excess of the production of the two or three small mills which, it would appear, had but a limited home market, or would not have been under the necessity of hauling the lumber forty miles to a market in Chicago.

The venerable S. B. Cobb has pleasant recollections bearing upon this subject:

"I landed in Chicago in May, 1833. I was "strapped" to the extent that I could not pay the \$3 passage money from St. Joe, and the Captain wished to hold me until it was paid. A fellow passenger, however, came to my rescue, and I was set ashore in a Mackinaw yawl boat or barge, at a point near what is now the foot of Madison Street, which was then the entrance to the river. As I stepped from the boat a man greeted me with the enquiries, 'Did you come in that schooner? Are there any carpenters on board?' I was but twenty years of age, alone in the far West with but one sympathizing friend to whom I could under any circumstances appeal, and he the stranger who had so kindly paid my fare. 'Yes,' I replied, 'I came on her; there's no carpenters on board unless myself.' 'Are you a carpenter?' he asked. 'Well, no,' I answered, 'but I am handy with tools.' 'Well,' said he, 'I want some one to buy lumber and boss the building of a hotel, and I will give you a dollar and seventy-five cents a day if you will go right up with me now.' I went with him and found very little lumber, and as more was requisite I found that the only lumber to be had which was suitable for the work was whitewood, made at some small mills in Indiana and hauled to the village by ox-teams. My employer I found to be James Kinzie and his hotel was at what is now the corner of Lake and Canal Streets. I had the privilege of selling some of the lumber, and, although it was but a few odd boards at odd times to accommodate the few neighbors of the settlement, yet I believe that I can honestly claim to have been the first lumber dealer of Chicago. Within a year or two after this George Huntoon built a steam saw mill on the North Branch to cut native timber, but it was not a paying investment and afterward passed into the hands of Gurdon S. Hubbard." [*This, no doubt, is the same mill spoken of by Judge Caton as the Walker mill.* Ed.]

It is fair to assume that no lumber reached Chicago by the water route previous to 1833, when Judge Caton came over from St. Joseph, Mich., on a cargo of white-wood manufactured at some point on the St. Joe River and rafted down the river to its mouth for shipment, but it is pretty well authenticated that in the fall or winter of 1834-35 there were several small mills erected on Buck Creek, a tributary of Grand River, Mich., near the present town of Grandville, and about six miles west of Grand Rapids, for the purpose of supplying the wants of the settlers who were beginning to seek homes in that section, and as well to send any surplus of production to the village of Chicago, which was beginning to show signs of growth and of a requirement for lumber. Among those who thus appreciated to some extent the coming demands of the new country were Mr. John Wright, a settler of Chicago; Nathaniel J. Brown, who was connected with the stage lines between Detroit and St. Joseph, and who later was a real estate dealer and banker of Chicago; with others whose history is not now traceable. Regarding these early mills Mr. Thomas D. Gilbert, one of the early pioneers, who at an advanced age is still an active business man of Grand Rapids, Mich., and president of the gas company of that city, says, in speaking of Mr. Wright:

"Mr. Wright became a prosperous business man in Chicago, leaving descendants, some of whom are, no doubt, still living in that city. I feel sure that his shipments

must have been the first from the west shore of Michigan, because north of Grand Haven to Mackinaw the land had not been bought from the Indians, and the further reason that the mouth of the Kalamazoo River did not have water enough for even the smallest of the small vessels of that day. In August, 1835, I became interested in a small mill near Mr. Wright's, but did not ship any lumber to Chicago until the spring of 1836. It is barely possible that some lumber may have reached Chicago from Green Bay before this, but I doubt it. In 1836 a steam saw mill was erected at Grand Haven, from which considerable shipments were subsequently made.

"My personal knowledge of the lumber business and men and events in this region dates from June 10, 1835, when I became a resident of Grand Haven. There is, I think, but one man now living in this section who knows about the early saw mills on Buck Creek, a Mr. Robert Howlett, a hale old man of eighty-five, now living at Grand Haven. Mr. Howlett, in 1832, bought a farm near Grandville and within a mile or two of the mills on Buck Creek, and from him I learn that Messrs. Bull & Wright built a mill on the creek and commenced sawing lumber in July, 1834, but the mill did very poor work at first, and he thinks no lumber was shipped in that year, *i. e.*, 1834. He further says that Brown & Britton built a mill on Buck Creek in 1834-35, and had it ready in the spring of 1835, and he thinks that they shipped some lumber in the early summer of 1835. The Mr. Brown was probably Nathaniel J. Brown, now of Lemont, Ill., who was one of the early settlers. I afterward became acquainted with Mr. Britton, but cannot give you his history. Mr. Howlett tells me that he bought lumber of Bull & Wright in the fall of 1834, but that it was very poorly sawed, so that it is not probable that those gentlemen made any shipments in that year. I think the chronology of those mills was about as follows: Bull & Wright built the first mill in 1834, but did not ship any lumber to Chicago in that year. One Gordon built a mill above the Bull & Wright mill in 1833-4 and sold it in August 1835 to a company from Grand Haven. I was interested in this mill, but it never shipped any lumber to Chicago. N. J. Brown and Britton built a mill above the Gordon mill in 1834-35 contemporaneously with Gordon, and I understand that Mr. Brown claims to have shipped his lumber on the schooner White Pigeon in April, 1835. That vessel did not winter at Grand Haven and could not have got through the Straits so early, hence I conclude that Mr. Brown is mistaken as to time unless the vessel wintered at St. Joseph, which she may have done."

In this connection we may call attention to the date of the license issued to Mr. Brown by which he was authorized to sell his lumber in the Chicago market, as corroborative of his claims in that respect. The slight confusion of dates, however, in no wise detracts from the established fact that the first mills in western Michigan to ship lumber to the Chicago market were located on Buck Creek and that the first shipments were made in the spring and summer of 1835.

Mr. Nathaniel J. Brown, above mentioned, is yet living, a hale and energetic citizen and landowner at Lemont, and, although he has passed the term of life usually allotted to man, is at eighty-three as full of business life and activity as the average man of half his years, and says:

"I was engaged with my brother in running the stage line between Detroit and Lake

Michigan over the old territorial road which then formed the great thoroughfare to the West. My station was in Kent County, Mich., where I became impressed with the great value of the immense pine forests of that section which had as yet attracted little or no attention. Of these I acquired a considerable tract, and in the fall of 1834 I went to Detroit and purchased the iron work for a saw mill, which with a winter's supply of provisions and tools were shipped on the schooner White Pigeon to the mouth of Grand River and toled by team to a point on Buck Creek, about seven miles from the present city of Grand Rapids. Here I built my mill, and the early spring of 1835 found about 600,000 feet of my lumber in raft, upon which I, with a big lumberman from the State of Maine floated down to the mouth of Grand River, where a cargo was loaded upon the schooner, which had wintered in the river. The schooner arrived at Chicago River April 5, 1835, and I at once made endeavor to sell the lumber, which was the first white pine that had reached the town. There were one or two lumber dealers handling whitewood from St. Joseph, together with some native lumber, but no white pine. These dealers at once disputed my right as a citizen of another State to sell lumber in competition with them and were in no wise disposed to welcome the innovation of white pine. Insisting upon my rights I was arrested, but appealing to the clerk of the county commissioners of Cook County, I was, on payment of a license fee of \$6, granted a permit, of which the following is a copy:

STATE OF ILLINOIS, }
County of Cook, } ss.

"Authority and permission is hereby granted to N. J. Brown to vend, sell and retail goods, wares and merchandise in Cook County, Illinois, for and during the term of one year, if approved by the Commissioners' Court of Cook County, upon paying into the county treasury the sum of six dollars, his tax and the cost of this permission.

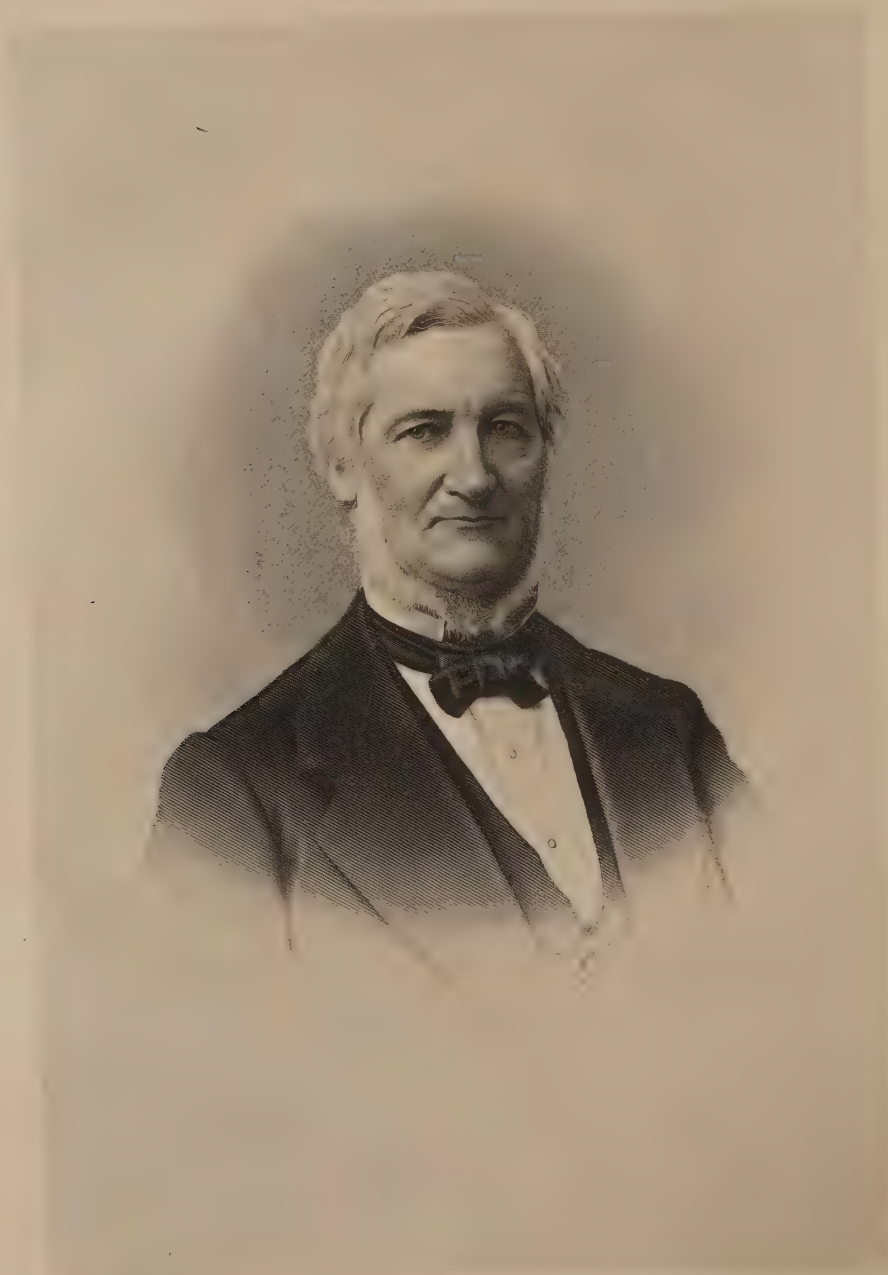
*"Given under my hand and private seal at Chicago, 21st day of April, A. D. 1835.

" RICHARD J. HAMILTON,

"Clerk of County Commissioners' Court, Cook County."

" Having received the above document, I found a purchaser for my lumber in the person of William B. Ogden, who took my entire stock at \$28 per thousand feet, and paid me in silver dollars, which I packed in ax boxes, \$1,000 to the box, and deposited the whole with Newberry & Dole, who gave me drafts on Oliver Newberry of Detroit, and purchasing a horse with saddle and bridle, I started for that city and settled with the merchants from whom I had obtained credit the previous fall. I then proceeded to Ionia County, Mich., where, in connection with Augustus Garrett, an auctioneer and real estate dealer in Chicago (whose name has become indissolubly connected with the Garrett Biblical Institute at Evanston), I laid out the City of Ionia and sold a large number of lots, and was largely interested in real estate in Milwaukee and Madison, Wis., and still in connection with Mr. Garrett, purchased and operated in large quantities of real estate in Chicago and its neighborhood until the panic of 1837 effectually put a quietus on all kinds of speculation. In the construction of the Illinois and Michigan Canal I took the contract for two sections, embracing about one mile in the limestone rock cutting near Lemont, and appreciating

*This was the first license fee imposed upon a lumberman in Chicago, and we learn of no other until in 1884, when a fee of \$100 was imposed as will be shown later on.



L B Hilliard

the value of this rock formation in the later development of the country, acquired a considerable extent of it, and am now, as for many years past, engaged in the quarrying of it. The shipment of lumber in the spring of 1835 leading up to the enterprises mentioned above, ended my immediate connection with the manufacture and sale of lumber."

The venerable James F. Lord, until recently residing at Chicago, and who died January 29, 1893, at the ripe age of eighty-nine years, and who was for many years not only a manufacturer in Michigan (among the earliest), but was for many years a yard dealer in this city, had some interesting recollections of the early days of Chicago and its lumber trade. He says:

"I had a saw mill in 1837 at St. Joseph, Mich., being the first mill built at that point, although there were some mills up the river which rafted their lumber to St. Joe for shipment. Mine was the first steam mill in western Michigan, having been built in 1832, but as there had been but little demand for lumber, it had been but little used when I bought it. My cut was some pine, but more largely white wood, black walnut and oak, all of which abounded in the neighborhood, except that being well upon the southern border of the pine belt, that was less plentiful. The first saw mill at Muskegon was erected in 1837 by Benjamin H. Wheelock, using the engines and boilers of the steamer Chicago, which had been wrecked at St. Joseph, in 1836. The same year (1837) Jonathan H. Ford began building a water mill at the mouth of Bear Lake, from which a cargo of 40,000 feet was shipped in February, 1839, which was ten days on the passage to Chicago.

"In 1835 or 1836 I brought over some lumber for completing the Lake House, the most pretentious hotel in the city. This was from pine cut from the school section on the Paw Paw River, Mich. In 1847 I had a lumber yard in partnership with Samuel F. Sutherland, which was located on La Salle Street on the north side of the river. Our office was a few boards standing on end against a pile of lumber, our books we kept in our hats. When it got cold we would sometimes go into a foundry kept by a man named Granger, who had been nicknamed "Plug," it being averred that he had done some logging in the East, and had been caught "plugging" some hollow logs before dropping them into the river."

Laurin P. Hilliard, Esq., now of Washington Heights, a suburb of Chicago, relates many pleasant reminiscences of the early days of the Chicago lumber trade. Mr. Hilliard reached Chicago in May, 1836, finding here a population approximating 3,000 souls. Mr. Hilliard says:

"While awaiting a land sale by the canal commissioners, I was induced to take a trip on the schooner Wisconsin, Capt. Arndt, which was about to sail with men, provisions and tools, for the clearing up of a new town site on the Wisconsin shore of the lake, and which was to be called Manitowoc, and from there to take a look at some of the wilderness country about Green Bay, which was beginning to be talked about. On reaching the site of the new town I obtained some provisions from the cook of the vessel and started on a pedestrian trip northward. About three miles from Manitowoc I found a small water saw mill owned by a man named Conroe, and

about five miles from Green Bay, at what is now Depere, there was another mill the name of whose owner I do not remember. The vessel upon which I sailed was in quest of a cargo of lumber which was sawed at this latter mill. At this time George W. Snow, owner of the *Wisconsin*, had a lumber yard on the river at North Clark Street. Capt. David Carver, who died in 1891, had a yard on the corner of State and Water Streets. These yards were of course but small in extent, the lumber being simply shoved on to the river bank, although the better grades were selected and piled by themselves on the south side of the street; lumber in those days, however, was sold pretty much as it left the saw, except that the coarser common was retained at the mills and was not considered merchantable. At Green Bay I was fortunate in catching one of the few steamers which at that time plied between Buffalo and Chicago, stopping at all important settlements, and returned to Chicago. The land sale presaging the early construction of the Illinois and Michigan Canal, with the festivities attending the throwing out of the first spadeful of dirt at Bridgeport on July 1, 1836, gave great impetus to trade of all kinds, and brought many new settlers into the country, all of whom added to the increasing demand for lumber as well as other supplies, and the volume of receipts was a constantly increasing one. The land grant of the canal commissioners embraced the odd numbered sections for ten miles each way, the school sections only excluded.

"The land sale did not result in the transfer of a large body of land at that time, but it encouraged those who had settled and induced a still more rapid immigration. About all the lumber which had reached the settlement up to this time was brought by vessels which, needing return freights, purchased lumber at the mills and aimed simply at making a freight. Newberry and Dole had a large warehouse on the river bank, and Mr. Dole dabbled in lumber, much of which was bought on a venture and not selling readily, was stored with him for sale. Gurdon S. Hubbard also handled a little lumber and was interested in a saw mill on the North Branch. I was not actually engaged in the lumber business until about 1844-45. I had become interested in vessels and was the owner of an interest in several, among which was the propeller *Independence*, the first propeller built on Lake Michigan. In 1845 I built the schooner *L. P. Hilliard*, and in keeping this and other vessels employed, it often became necessary to purchase cargoes of lumber, and if not sold readily on arrival it was stored on the river bank until a customer could be found. There was no dock north of what is now La Salle Street, and the river bank was utilized along what is now Wells and Franklin Streets to the bend of the river, which was considered the head of navigation. In 1849 I started a yard on the corner of Adams and Market Streets, as the growth of the city had now made this location a desirable one, and this was my first regular lumber yard.

"The Illinois and Michigan Canal was at this time completed and a good trade had sprung up with St. Louis and other interior points. The total lumber receipts of 1848 had reached 60,000,000 feet. Contemporaneous in the business were George M. Higginson, John Milton Underwood, Sylvester Lind, Butler & Norton and about this time A. G. Throop, R. H. Foss, — McCaig, Hugh Dunlap, Barber & Mason, Devillo R. Holt, John Mason Loomis and Harrison Ludington."

Mr. Hilliard in 1861 was elected county clerk, which office he held for four years. In 1866 Mr. Hilliard, in company with Jones & Hough, contracted with the

Chicago & Alton Railroad Company to dock the lumber which was to be transported over their line, and after a couple of years Col. Pierce, desiring to join them, the business was enlarged to a regular yard trade, which under the name of Hilliard, Pierce & Co., was continued until 1871, when the admission of Worthy T. Churchill changed the firm name to Hilliard, Churchill & Co. This firm operated a saw mill at Alpena, Mich., for about four years, when the panic of 1873, bad contracts and a shortage of logs, caused a failure and Mr. Hilliard ceased to be a factor in the lumber trade of which he could properly be regarded as one of the fathers. He is still living in the enjoyment of a ripe old age, with a vigorous intellect and elastic step, superintending the development of his valuable suburban property on Washington Heights, having lived to see the lumber business of Chicago rise from its earliest beginnings of a few thousand feet per year, to receipts of 2,250,000,000 feet in the season of 1892, while the population of 3,000 which greeted him in 1836 has grown to a population of 1,500,000, becoming the second city of the continent, the sixth in the world. Truly this is an age of miracles.

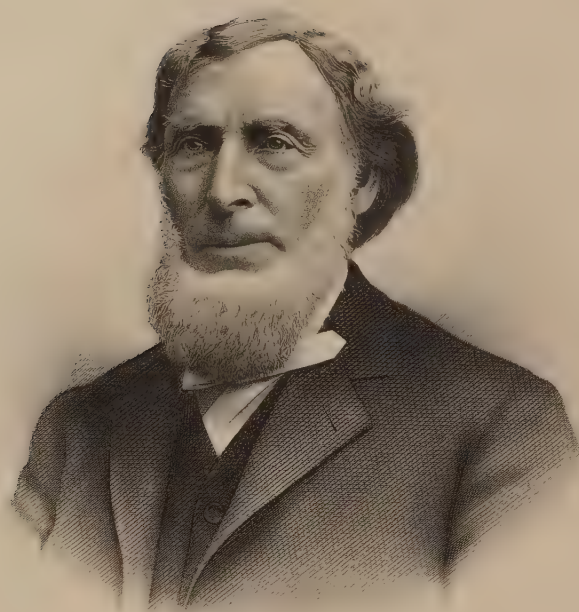
The now venerable Charles Mears, who still lives in the enjoyment of an ample fortune to round out a busy life in the bosom of a young family, is another witness of the day of small things in the Chicago lumber trade. From him also we learn of the mills at Grandville, Mich., in 1836. One Hathaway had a mill at Grand Haven, which was afterward supplemented by that of A. G. Throop and the Michigan Lumber Company, all of which found market for their product in Chicago. Walters and Allen did a small commission business in 1838, at a point where the river branches. Their trade was confined to the receiving of the small cargoes in vogue in those days, and which could not be disposed of as readily as the captain of the vessel or his owners thought desirable. A cargo or two of from 30,000 to 50,000 feet swamped the market. Mr. Mears brought lumber to Chicago in 1838, and unloaded on a half dock above Clark Street. At that time Newberry & Dole had a small dock below Rush Street. Mr. Mears settled in Milwaukee in 1839, removing to Chicago in 1847. He built a clapboard and shingle mill at White Lake, Mich., in 1838, selling his product in Chicago and Milwaukee. Mr. Mears owned and ran his own vessel, which is described to us as a small craft carrying about 15,000 feet of lumber, whose shape led it to be spoken of as "Mears' Flat Iron." It was the general understanding of the day that Mr. Mears and his one assistant ran the mill at White Lake until they had a cargo of lumber cut for a load for the "Flat Iron," and then the sawyers turned sailors, loaded their craft and sought a market. On one occasion, having unloaded his vessel on Saturday, the wind coming fair on Sunday morning, Mr. Mears discovered that a keg of powder which was much needed at the mill had not been obtained from "Matt" Laffin, who kept the store at which Mr. Mears traded, and who kept a stock of powder in the magazine of the fort. He found Mr. Laffin, who told him that he could not possibly let him have it on Sunday, *at least until his wife had gone to church*. He waited

and got the powder. (Mr. Laffin is still living at Park Place on the lake front at a very advanced age.) Sunday ethics were in vogue in those days, and so was whipping the devil round the stump. Mr. Mears remembers seeing the graves of the soldiers of the Massacre of 1812, who were buried in the cemetery on the lake shore just north of Madison Street, washed out in a big storm in 1838, and the bones scattered along the beach. About this time Mr. Mears remembers a saw mill cutting oak, elm and cottonwood, on the south branch of the river at Stowell's slip, which was operated until in the forties, and was then used by Wood, Henderson & Co. as a sash, door and blind manufactory, and subsequently by Goss & Phillips, and still later by the Palmer & Fuller Co. (Ephraim Stowell's ledger shows that he ran the saw mill until about 1854.) The old mill was torn down about 1857. Through the passing years Mr. Mears was engaged in the manufacture of lumber at several points on the Michigan shore, and has been an active operator in the Chicago market since the days when he in 1838 brought his first cargo to the then village.

Mr. Mears has some pleasant reminiscences of the early trade. When in 1837-38 he brought in a jag of lumber which did not sell readily, he left it with Josiah E. McClure, of the firm of McClure & Larrabee, to sell for him. On one occasion, while unloading a lot of lumber and shingles, a man from the country purchased shingles of the value of \$7.50, offering him two \$5 bills in payment. Not in the habit of handling such large sums of money and somewhat distrustful, he scanned the bills and asked, "Are they good?" The customer replied: "If these are not good there's no good ones in the country." Mr. Mears gave him his change and went up to the store, where he submitted the bills to the judgment of H. O. Stone, who at once pronounced them counterfeit. Mr. Mears returned to the boat and secured the shingles and proposed to prosecute the fellow. During the confab which ensued, a clerk of McClure's, the only witness to the transaction, fell into the river and was drowned, and having no witness to corroborate his evidence Mr. Mears had to pocket his loss and let the fellow go. The loss of that \$2.50 hurt Mr. Mears more than the loss of \$1,000 would a few years later.

From all that has preceded we may assume that it is sufficiently authenticated to be set down as reliable history that the first lumber to reach Chicago was whitewood from St. Joe, Mich., and that 1833 witnessed the arrival of the first cargo. That it was whitewood may well be assumed, not only on the evidence of Judge Caton, who made his first entry into the city on a cargo of that kind of lumber, and the evidence of Maj. James F. Lord to the effect that whitewood was more plentiful than pine and cut to a larger extent in the mills which were in operation at the only point of shipment, but as well from our knowledge of general facts and conditions.

The early settlement of Michigan was confined to the more southerly portion of the State, south of the limit of pine growth, a section well timbered with oak, black walnut, whitewood, maple, beech and elm, with a few scattering pine. The pine belt



James G. Lovel

was practically embraceo in the country lying north of a line drawn from the head of Lake St. Clair on the east, to South Haven on the west, with, of course, some scattering pine south of that line. The first mill at Muskegon was commenced in January, 1837, by Benjamin Wheelock, agent for the Muskegon Steam Mill Company, upon the site occupied in later years by the mill of White, Swan & Smith. Before this mill was finished, the panic of 1837 paralyzed the efforts of all who were engaged in trade and the mill was not completed until 1838. In August, 1837, Jonathan H. Ford, agent for the Buffalo & Black Rock Company, began building a mill at the mouth of Bear Lake. This also was completed in 1838. The first cargo from this mill, consisting of 40,000 feet of boards and scantling, was hauled to the mouth of the Muskegon River in February, 1839, and loaded on the schooner Victor, this being the memorable trip heretofore mentioned, which consumed ten days in reaching Chicago.

Theodore Newell began a mill in 1838, which was completed in 1839 and occupied the site on which later the mill of Ryerson, Hills & Co. was built. This was a single mulay mill, costing about \$4,000 and had a capacity of 6,000 feet in twelve hours. In 1840 three mills were in operation on Muskegon Lake, with a total capacity of 13,000 feet in twelve hours. In 1850 this had been increased to six mills, with a capacity of 60,000 feet in twenty-four hours, the circular or rotary saw having by this time been introduced. The McKillop & Deacon mill, mentioned by Maj. Lord as having been built in 1832 and purchased by him in 1837, was, without doubt, the first steam saw mill in the West and the first to manufacture white pine, although in limited quantity, as compared with whitewood and hardwoods.

About this time a few small mills were being erected on the shores of Green Bay, Wis., and in the course of a year or two began to send small cargoes of lumber to Chicago, so that by 1839 the lumber trade began to assume proportions of considerable magnitude.

A few statistics from Fergus' reprint of the Chicago directory of 1839 will be of interest in this connection. The population of the city is set down as follows: 1835, 3,265; 1836, 3,820; 1837, 4,179; 1838, 4,000; 1839, 4,200. The first charter election occurred May 2, 1837; the candidates for mayor were John H. Kinzie, Whig, and William B. Ogden, Democrat. There was a total of 709 votes cast, Ogden receiving 493 to Kinzie's 216. Edward H. Rudd's business directory of 1839 contains thirty-nine pages of city ordinances, six pages of classified business directory, and six pages of advertisements. Under the head of lumbermen it gives the names of Colvin, Edward B., door and sash maker, Dearborn and North Water Streets; Fullerton, A. N., lumber merchant, North Water Street; King, Willis, Randolph Street; Miltimore, Ira, steam sash and door factory, South Branch; Mylne & Morrison, lumber merchants, South Water Street; Snow, Geo. W., & Co., lumber merchants, South Water Street. A reprint made in 1883 adds several other names which we do not find in the original, a copy of which is in the possession of Mr. Hiram P. Murphy, of

the Hamilton-Merryman Company, to whose courtesy we are indebted, and whom we learn from the book to be Chicago-born, the son of one of the earliest hotelkeepers of the city. While we have grounds to doubt if the Rudd directory exhausts the list of those engaged in the various branches of the business at that time, we may with equal assurance assert that the Fergus reprint, which appeared in 1883 and was confessedly to a goodly extent an endeavor to recall *from memory who should have been* named at that time, was more greatly in error on the other side. Both Mr. Jacob Beidler and Mr. Avery, who are still living, assert that they did not begin lumbering for some years later than 1839. Mr. Beidler gives 1844 as the date at which he began operations. The reprint, however, gives the following names:

"Allen, James P., inspector, South Water foot of Franklin; Avery, Charles E., corner of La Salle and South Water; *Barber (Jabez) & Mason, Market near Randolph; Colvin, Edward B., door and sash company, North Water near Dearborn; Dodge, Martin, salesman, North Wells and North Water; Dunlap, William (Hugh?), lumber yard, Clark Street; Fullerton, A. N., lumber merchant, North Water; Finnemore, Richard, whip sawyer, North State and North Water; †Huntoon, Capt. Bensley, steam saw mill, North Branch; King, Willis (King and Tinkham), Randolph Street bridge; Lind, Sylvester, carpenter, 55 Clark; McFall, Francis, sash, door and blind factory, Market Street; Mylne (Robert) & Morrison (Alexander), South Water near Franklin; Miltimore, Ira, steam sash and door factory, South Branch; Morrison, Alexander, lumber dealer; (Milne & Morrison); Snow, George W., lumber, South Water corner State; Waller Virgil, lumber, River Street; Woodbury, Adoniram Judson, book-keeper for G. W. Snow."

From this it would appear that there were six dealers in lumber with yards in 1839, three manufacturers of sash doors and blinds, one saw mill, one whip sawyer, and one inspector. The latter was probably a measurer, although Mr. Allen's friends claim that he was at this time a yard dealer, and Mr. Mears speaks of the firm of Walters & Allen as being in the commission business as early as 1838. Of the lumber supply of 1839 we have no reliable data, but estimating upon the basis of consumption in the years of which we find reliable data, we arrive at the conclusion that 4,200,000 feet is a liberal estimate. In the directory for 1846 we find statements of the receipts of several years, those of 1843 being stated at 7,545,142 feet of lumber, 4,117,025 shingles, 16,600 feet of square timber, 57,000 staves, and 430 cords of bark. The receipts of 1844 are given at 19,160,407 feet of lumber, 12,285,000 shingles, 66,478 feet of timber, and 137,000 staves, while those for 1845 give 22,526,508 feet of lumber, 17,883,000 shingles, 1,397,000 bundles of lath, 67,484 feet of square timber, and 2,355 cedar posts. The prevailing prices for lumber in 1840 were for clear per thousand, \$18 @ \$20; merchantable, \$12 @ \$14; flooring, \$14 @ \$16; refuse, \$8 @ \$10; shingles, \$2.50 @ \$4.

Figuring receipts of former years upon the basis of known population and reported

*Mr. Barber was lost on board the unfortunate steamship Pacific, which never made port on her voyage from New York to Liverpool.

†The mill of Capt. Huntoon was near the present Chicago Avenue bridge.

receipts of 1843-44-45 it is probable that the receipts of lumber for 1833 may be assumed to have been 30,000 feet; 1834, 500,000 feet; 1835, 1,500,000; 1836, 2,500,000; 1837, 3,000,000; 1838, 3,500,000; 1839, 4,200,000; 1840, 4,479,000; 1841, 5,752,000; 1842, 6,248,000; while from this time we have fairly reliable data. In 1843 the consumption was about 1,000 feet per capita, increasing to 2,395 feet per capita in the following year; 1,863 feet per capita in 1845; and 1,905 feet per capita in 1847. In our calculations for some of the earlier years we have assumed 1,000 feet per capita consumption upon the reported population.

Pausing a moment in this retrospective view of the lumber business of the earlier days of Chicago, it will be interesting to note the growth in population. The population of 1833 was not far from 300 souls, the charter election of four years later called out 709 votes, which would indicate a population of not far from 4,000; the following table, however, shows the relative growth from the earlier years to the present time:

1833 (est.).....	300	1843	7,580	1865.....	178,900
1834 (est.).....	650	1844	8,000	1870.....	298,977
1835	3,265	1845	12,088	1875.....	407,661
1836	3,820	1846	14,169	1880.....	503,185
1837	4,179	1847	16,859	1885 (est.).....	750,000
1838	4,000	1848	20,023	1890.....	1,039,850
1839	4,200	1849	23,047	1892 (est.).....	1,320,000
1840	4,479	1850	28,960	1894 (Sch. Cen.)	1,567,657
1841	5,752	1855.....	80,028		
1842	6,248	1860.....	112,172		

It is interesting to note that the population of 1843 consisted of Irish, 773; Germans and Norwegians, 816; various nationalities, 667; native Americans, 324; a total of 7,580.

The canal commissioners' sale of city lots in their subdivision of Chicago, at the sale in 1836, brought from \$25 to \$100 per lot for land which is now of a value of from \$3,000 to \$5,000 per front foot. The city debt in 1843 was \$8,977.55, and the tax roll of that year footed up \$7,852.45. The school tax was \$685.24. A statement of the exports and imports of the city for a series of the earlier years, subsequent to 1835, was as follows:

YEAR.	Imports.	Exports.
1836	\$ 325,203 90	\$ 1,000 64
1837	373,667 12	11,065 00
1838.....	579,174 61	16,044 75
1839.....	630,980 26	33,843 00
1840.....	562,106 20	228,635 74
1841.....	564,347 88	348,362 24
1842.....	664,347 88	659,305 20
1843.....	971,849 75	682,210 85
1844.....	1,686,416 00	785,504 23
1845.....	2,043,445 74	1,543,519 85
1846.....	2,027,150 00	1,813,468 00
1847.....	2,641,852 52	2,296,299 00

These tables of course include the imports and exports of all kinds and classes

of goods, details of which are given only in 1845, when the value of forest products is set down at \$196,087.10, and upon the same basis we may safely assume that the import value of lumber, timber, shingles, etc., for 1843 was \$63,000, and for 1844, \$171,000.

Norris Directory of the business interests of Chicago for 1846 says:

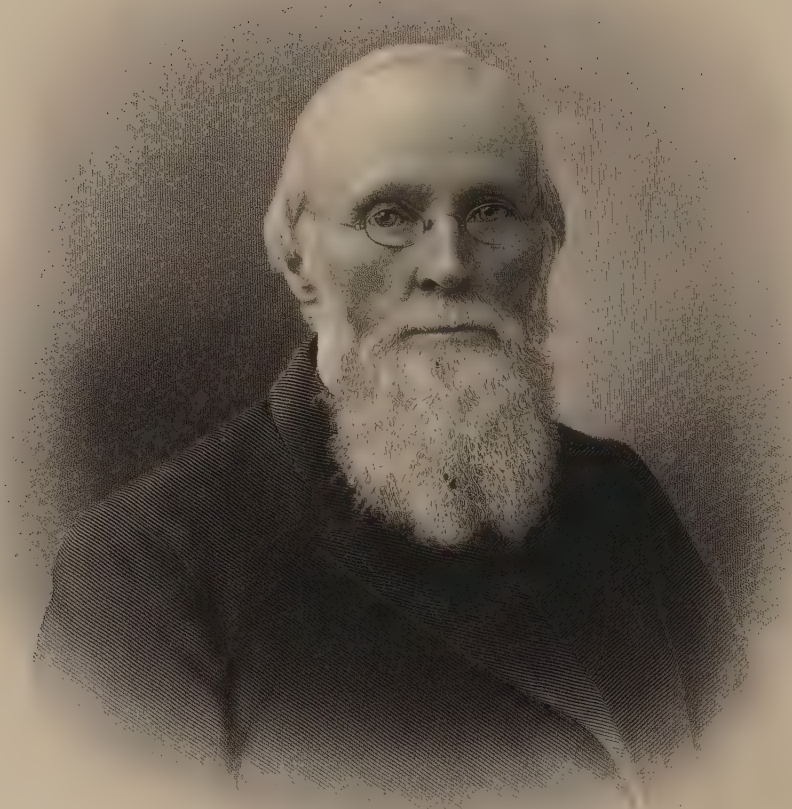
"In 1838-39 nothing very important occurred. The canal was in progress during this period and had necessarily an influence upon the business of Chicago. The country was now settled to such an extent that Chicago became the depository of a large amount of produce annually, and the trade in lumber, salt and other articles of consumption in the interior was daily giving more and more stability and extent to the business of the place."

Somewhere between 1839 and 1843 (assuming the correctness of Rudd's Directory of 1839) the following named persons were added to the ranks of the lumbermen of the young city, the date of their coming not being clearly established:

"Avery, Charles E., South Water, corner of Franklin; Barber, Jabez, Market, near Randolph; Dunlap, William, clerk in lumber yard; King, Willis, Randolph Street bridge (King & Tinkham); Lind, Sylvester, carpenter, boards 55 Clark; McFall, Francis, sash and door factory, Market Street; Underwood, John Milton, Market, near Lake."

Mr. B. W. Thomas is still a hale, hearty and vigorous young man for one who came to Chicago in 1841 and commenced in the lumber business two years later. Mr. Thomas has for several years past been in the real estate business, and is now in charge of the Marine Bank building, in which he has an office. He came to Chicago in August, 1841, from Buffalo, N. Y., and was in merchandise with Ex-Mayor Alexander Lloyd for one year at 101 Lake Street. In 1843 he became a clerk for Sylvester Lind, who had just bought out John M. Underwood, who had a lumber yard on Market, south of Lake Street. Mr. Lind had been a carpenter, and was noted as such in the directory of 1839. It is a noticeable fact that a large proportion of the lumber merchants of the first half century of national existence gravitated from the carpenter's bench to the lumber yard.

At the time of Mr. Lind's purchase of the Underwood yard, Market Street was much narrower than at present. South Water Street from its present western terminus followed the river bank south to Madison Street, leaving a triangular or flat-iron shaped block, between Lake and Randolph in what is now Market Street. About this time the city traded with Mr. Lind, vacating that portion of South Water Street between Lake and Madison, throwing the flat-iron piece into Market Street, and making a row of lots on the river bank having both a street and river frontage. To the new location thus formed, Mr. Lind removed the lumber yard, extending it south to the north line of Washington Street in 1843. The Lind block on the northwest corner of Randolph and Market Streets, which was built some years before the great fire of 1871, stands as a monument to the singular freaks of that historic event, it being at



Jacob Beidler
Age 77 years

that time but little damaged, requiring but slight repairs to render it fit for occupancy, while for miles around everything was in ashes. After his sale to Lind, Underwood established a yard on the west side of the river, and in 1844, Mr. Thomas having purchased Lind's yard, Mr. Lind bought out the new yard of Underwood. Alexander Officer had by this time obtained possession and opened a yard on the north half of block 43, south of Randolph Street, while A. G. Throop for many years occupied block 52 between Madison and Washington, where the Central Power block now stands. It was upon this yard that the first packet boat for use upon the canal was built. In 1848 as the canal approached completion, Mr. Thomas sold a bill of lumber for the residence of Isaac Hardy at La Salle, Ill.; this he rafted from his docks to Bridgeport, where it was carted around the uncompleted locks, and loaded on flat boats used for carrying stone, and taken to its destination. This was no doubt the first lumber transported on the Illinois and Michigan Canal, and the forerunner of an era of great expansion to the lumber trade of the city.

The receipts of 1848 aggregated 60,000,000 feet, which immense quantity was the cause of great rejoicing among the lumbermen and citizens generally. The Board of Trade had now been established under the general laws of 1848 which permitted the incorporation of boards of trade and chambers of commerce without registration or certification from the Secretary of State. The lumbermen of the city were almost to a man included in its membership. The board at that time met in Steele's block, corner of South Water and Wells Streets, where George B. Carpenter's store now stands. The *esprit du corps* was rather low, if we may judge from the statements of several gentlemen who assert that it was not infrequently necessary, in order to obtain a quorum, for the secretary to announce a free lunch, which usually consisted of crackers and cheese, but was generally potent in securing a good attendance. At this time the proportion of lumbermen in the membership was greater than from all other lines of business. Even in that early day the lumber business overshadowed all other lines in its volume and importance, and it has never from that to the present time surrendered its prestige. The Board of Trade was subsequently removed to the opposite side of the street. Mr. Thomas remained in the lumber business with but the intermission of a term of service in the army during the war, until 1871, when he retired, selling his yards to A. & T. Wilcox. In the early days of Mr. Thomas in the lumber business Sextus N. Wilcox, who afterward became a prominent lumbermen, and at his decease left a property valued at over a million dollars, was a shingle weaver, occupying one corner of the shanty which for many years served both Mr. Lind and Mr. Thomas as an office. Mr. Wilcox was drowned in Lake Superior in 1882, while on a pleasure excursion. He was a nephew of Theodore Newell, of Kenosha, who was the "Co." of the house of B. W. Thomas & Co., and a cousin to Mr. Thomas, and represented the interests of Mr. Newell in the Chicago partnership, using his spare time in shingle weaving from bolts brought from across the lake. This was before the days

of sawed shingles, which were just beginning to make their claim for public favor, and were eventually destined to drive the breasted shingle from the field.

About 1845 Mr. Newell formed a partnership with a man named Loomis, who, with Sextus N. Wilcox forming the firm of Newell, Loomis & Wilcox, opened a yard on the site previously occupied by Barber & Mason, on the southwest corner of Monroe and Market Streets. Some years later Mr. Thomas and Selah Reeves located a yard on the river bank south of Polk Street, where they carried on a large business for two or three years, and on the dissolution of the firm by the retirement of Mr. Reeves the firm of Thomas, Wilcox & Co. succeeded, with yards on Empire slip, Wilcox, Lyon & Heald succeeding when the partnership terminated. Mr. Thomas retired from the lumber business in 1871.

The connection of Capt. David Carver with the yard business of the early days is not well defined. That he brought in the first cargo of lumber which reached the city, in a vessel named after himself, has for many years been accepted as history. Our present researches, however, assign that honor to Capt. Pickering, of the schooner *Ariadne*, with whom Judge Caton came to the city on a deck load of what the Judge is confident was whitewood, and the first vessel load to reach the port. That the Judge is correct is the more probable from the fact of his well-known memory for dates, and his clear recollections of events of contemporaneous history. Still it may safely be assumed that Capt. Carver was one of the first, if not the earliest of the lumber dealers of the city. Mr. Hilliard mentions Capt. Carver and George W. Snow as having yards in 1836. It is quite probable, if not reasonably certain, that, as the master of one of the small vessels of the day, whose business consisted principally in searching the shores for something to make a little money out of, he picked up some lumber at St. Joe or some other point, which it was hardly difficult to do after 1833, and finding an increasing trade, opened a yard for its sale. Be this as it may, it is evident that he did not continue long in the business, as his name does not appear in the directory of 1839. Capt. Carver's yard was on the corner of State and Water Streets, which was the location of the dock of Newberry & Dole, which was the only dock, or apology for a dock which was then adapted for the landing of goods. As the business increased beyond the capacity of his little vessel to supply the yard, the Captain sold out his business to George W. Snow.

Previous to 1833 the requirements of the settlers, whose wants in this respect were very modest, were supplied by the local saw mills, the first of which we have record being the pit saw mill (if mill it can be called) of James Cammack, which was located near the present Kinzie Street bridge, and was operated by Mr. Cammack on top of the log, with his son John in the pit beneath, and the product was about 100 lineal feet per day of the oak, elm or cottonwood which grew near by. Neither the original directory of 1839 nor the reprint of later years mentions the Cammacks nor William Laister, whom the directory of 1846 names as having a "wind saw mill," North

Branch, Fourth Ward. There is little doubt that the mills spoken of by Judge Caton and Mr. Cobb as the "Walker" and also as the "Hickling" mill, was the same as is elsewhere spoken of as the Gurdon S. Hubbard and also as the Huntoon mill. This mill did duty for many years in sawing the local timber, but as to when it went out of commission there is no record. Of the Laister mill, history is silent except to record its existence. It was undoubtedly like many another scheme whose motive power is wind, and which eventuates in nothing but wind. Another saw mill was erected about this time in the south part of the city—indeed, well in the country in those days—it being on a slip made out of a bayou on the river near Twelfth Street, and was erected and operated by Ephraim Childs Stowell, who was operating it as late as 1854 in sawing native timber, with some re-sawing of square timber brought from across the lake. This mill was used by Wood, Henderson & Co. and Goss & Phillips until 1866, and by Palmer & Fuller as a planing mill, sash, door and blind factory until about 1871, when it was pulled down.

It is probable that the earliest lumber received from abroad came by ox-team before the arrival of the vessel load mentioned by Judge Caton, as it is mentioned as an indistinct recollection by several old settlers that lumber was brought from the Ohio River by teams coming from the South in quest of goods and provisions, which could be brought by lake and Chicago was the nearest point at which they could be obtained. The ox-team was slow, and would be little if any slower with a moderate load, which would help pay the expense of the long journey.

Lumber began to come from Wisconsin as early as 1837-38, and came in limited but increasing quantities for some years after, until about 1845 it began to compete in volume with Michigan lumber. The first mill in Wisconsin of which we find reliable record is mentioned in the recollections of Mr. Hilliard, previously noted, being the mill of L. Conroe, whom we later find mentioned as a yard dealer in the city in company with Henry Mitchel, under the firm name of Conroe & Mitchel (1853-54).

At this point the recollections of the venerable George M. Higginson, who is still living and doing a real estate business with an office in the Unity Building and residence at Elmhurst, a few miles west of the city, will be of interest. Mr. Higginson says:

"I came to Chicago in 1843, and in the following April I formed a partnership with Lucius Tuckerman, who for a year previous had been a member of the firm of Norton & Tuckerman at 144 Lake Street. This firm had a store containing the usually diversified stock of an ordinary country store, and had also in connection with it a lumber yard which was located on the west side of Clark Street on the north side of the river near what is now the north end of the bridge. Norton & Tuckerman dissolved partnership in April, 1844, and the firm of Tuckerman & Higginson purchased the stock of goods then on hand and the remaining stock of lumber. It was the intention of the new firm to work out of the store business, which was largely in supplies to the lumber camps of Michigan and Wisconsin.

"The new firm assumed several contracts for lumber which had been entered into with Hall & Jerome, of Menominee, Mich., Erastus Bailey, of Oconto, Wis., and a Mr. Fisk, of Depere. Most of the lumber at that time came from St. Joseph, Grand Haven and Muskegon, Mich., and Green Bay, Wis. The Green Bay lumber ran more largely into the better qualities, and sold at \$7.50 to \$8.00 per thousand, culls half price, although in many cases only the amount of the freight was allowed for the culls (now known as No. 2, and comprising the larger part of the receipts of the Chicago market). Freights from Green Bay averaged about \$2.50 per thousand. Muskegon came next to Green Bay for quality, while Grand River, Kalamazoo (Saugatuck) and St. Joe stock ran largely to common, and the price by cargo was from \$6 to \$7 per thousand, culls half price. There was no inspection in those days, the lumber being rated only as "merchantable and culls," and the purchase of a cargo was usually made from an examination of the surface of the deck load, and upon the representations of the owner. In this way we sometimes got an extra good bargain, and sometimes we felt that we had a very poor one. In the spring of 1845, with freights at \$1.50 per thousand we contracted with William M. Ferry for a million feet of Grand Haven lumber at \$7, delivered at Chicago, and to be cut to such bills of lengths and sizes as we might desire to fill building contracts.

"As the season turned out, this proved a poor contract for us, as we could purchase on the open market at from fifty cents to a dollar and a quarter less by the cargo. I remember buying a small but excellent cargo from a Mr. Rose, of Muskegon, at \$5.75 per thousand, which ran one-third first and second clear. When lumber was classified in those days it was in four qualities, viz.: Clear, second clear, common and culls, or if a lot was bought 'Merchantable' it was the log run, culls out.

"I think it was in 1848 that the first cargo of Saginaw lumber reached Chicago. This was a shipment by James Frazer of Co-qual-in (Kawkawlin) near Bay City, and was a surprise to Chicago dealers, as we had never seen any lumber here running so largely to uppers, so perfectly clear and well sawed, but the main novelty consisted in the fact that it was the first cargo so far as I know which contained any circular sawed siding and flooring, the ordinary kinds being cut with the mulay saw, or gate saw, the siding coming in stubs of six to eight pieces each, which gave them a rough appearance, leaving a rough end for several inches when broken apart and piled in the yard.*

"I made a bid of \$7.50 (which I thought was the top of the market) for the cargo, but Mr. Frazer got an offer of \$8 from his brother Scotchman, Hugh Dunlap, and of course took it. When I began business in 1844, George W. Snow had a lumber yard on South Water Street corner of State; Newton Rossiter, had a yard corner of La Salle and South Water; Barber & Mason were on the corner of South Water and Wells Streets; John M. Underwood was on West Water Street near Lake, and was then the heaviest dealer of the city. Sylvester Lind was on the east side of the river at what is now the center of Market Square and Randolph. This comprises the list of dealers whom I now recall, but the list is, no doubt, incomplete. The fall of 1847 was a season of great trepidation among the lumber dealers, not only in consequence of the hard times resulting from the panic which was so severely felt in the East and which could not help to some extent affecting all sections of the country, but as well from the opera-

* We think Mr. Higginson must before this have seen some of the siding from the mill of Mr. Charles Mears, at White Lake, and other mills which before this time were operating circular saw siding machines which dropped the lumber clean cut and free from stubs.



Charles Mearns

tions of a band of incendiaries who were at work nearly every night, making lumber yards the special object of their attention, my own among the number. Some of the yards suffered severely, but my loss was light, owing to the fact that I had two yards, and my lumber was loosely piled, so that my loss was limited to five or six piles only. I think that Foss & Price had their planing mill burned at this time.

"In the spring of 1846, Mr. Tuckerman, deciding to join his brother in the iron business in New York, we dissolved partnership and I continued the business alone, having disposed of the stock of goods in the store.

"About 1849 the question of inspection came up in the fraternity, and we held a meeting at which James P. Allen, who was a commission dealer and measurer, enlightened us upon many points regarding it, but no definite action was taken at the time. During the summer Capt. Johnson, who was in the employ of Thomas Richmond, brought two cargoes of Saginaw lumber to this market, which had been piled in the pure air of the Saginaw River for two years. They were the handsomest cargoes of lumber that I had ever seen. After some conference with the Captain, who acted as salesman, he agreed to sell me the cargoes (after obtaining Mr. Richmond's consent) at \$4 for culls, \$7 for common, \$10 for second clear and \$12 for clear; and it was Mr. Richmond's own suggestion that it should be inspected by Mr. Allen, to which I consented. Among his culls were many split ends, boards which otherwise were clear or second clear and would rank so in ordinary assorting yards. In fact I felt that Mr. Allen had favored me to such extent that even my rather elastic conscience rebelled, and I told him that it was his duty to do justice to Mr. Richmond as well as to show favoritism to me, so you can imagine that this new matter of inspection was a surprise to me. On assorting for the yard I found that two-thirds of the common would pass for second clear, the whole of the second clear would go into first clear, and the first clear as inspected was so large and well sawed, of soft grain and with a fresh clean straw color, that I made a grade of extras which brought me \$20 per thousand, while the \$4 culls I sold for \$11 on the dock as they had come from the vessel. When Capt. Johnson came for a settlement I told him I thought Allen had done him an injustice and that I would be willing to pay him an advance on the price agreed upon, but he replied that he had purchased the lumber for a freight bill, and as he had made a handsome freight out of it, he was perfectly satisfied, and if I had any particular advantage in the deal I was welcome to it. I had gained on his own proposition to inspect, and my conscientious scruples being set aside by his full consent, admission and satisfaction, I paid the bill and it was the best bargain I ever made in the way of a purchase.* The general price at which lumber was sold from the yard during the season of navigation in 1848, was \$8 for common, \$10 for common flooring and siding, \$12 for second clear and \$16 for first clear.

"In the earlier years, say from 1844 to 1850, the average sales of the dealers would run from 1,000,000 feet to 4,000,000 feet per annum. The opening of the Illinois and Michigan Canal in 1848 increased their trade to a vast extent, the receipts of 1848 lacking but 4,000,000 feet of being double those of the preceding year. Before that time lumber went into the country wholly by teams, requiring sometimes in muddy weather four or six yoke of oxen to haul the wagons. I have often sold lumber

*This is the first instance of the kind of which in a half century of experience we have ever heard, and would to-day be considered good evidence of hopeless lunacy on the part of both buyer and seller.

to farmers who had come to the city from their own farms at a distance of 200 miles, bringing wheat or other produce. In preparation for the opening of the canal I had built at St. Joseph, Mich., a canal boat of tonnage sufficient for the Illinois and Michigan Canal, which was considerably larger than the average tonnage of the Erie Canal boats, many of which were towed to Chicago in anticipation of the opening. At the same time four other boats were built at St. Joseph for Messrs. W. T. Gurney, H. G. Loomis and John C. Dodge for a passenger line between Chicago and Peru, but I think my boat was the first one completed on the lakes for use on the canal. I chartered my boat for the first season to William F. De Wolf, who, with my consent, named her Roger Williams, he being from Rhode Island. She ran for one season in the grain trade, but the next year I renamed her the George M. Higginson, and painted her a bright red color, as an advertisement of my business, and usually loading her with a general assortment of lumber sent her down the Illinois River to sell the lumber at any port where it might be wanted.

"In 1849 I established a branch yard at Peoria, and in 1850 yards at Pekin and Naples. The opening of the canal brought customers from St. Louis and other points on the Mississippi and Missouri Rivers, and I delivered by canal boat as far as Lexington, Mo.

"In 1850-51 the Galena Railroad, the first one out of Chicago, was finished to Elgin, and Mr. B. W. Raymond, one of the directors, urged me to establish a yard at that point, stating that he had plenty of freight to Chicago with little or nothing to take from the city west. I started a yard at Elgin, and soon after another at Aurora, so that I had five yards outside of Chicago. The panic of 1857 depressed the price of lumber for several years, and I closed up my business in that line. In the early years of my connection with the trade the sales of the market ran from 12,000,000 to 20,000,000 feet per season. I built a steam saw mill at Grand Haven about 1846, which I sold in 1849. In 1853 I bought the 'Bangor Mill' at Lower Saginaw (now Bay City), with about 2,000 acres of pine lands. This mill and property I again sold in 1855. In 1853-54 I built the 'Chicago Mill' opposite East Saginaw, Mich."

The dealers of 1836 were David Carver and George W. Snow. We find no new names in 1837, but 1838 introduces Walters (Virgil) & Allen (James P.) and Charles Mears. The dealers of 1839 have been mentioned. The year 1841 adds the names of B. W. Thomas and Andrew Smith. In 1843 we add the names of W. M. Ferry and Norton & Tuckerman, succeeded in 1844 by Tuckerman & Higginson.

THE LUMBER DEALERS OF EARLY DAYS.

From an original copy of Norris' Directory for 1844, in the possession of Mr. John N. Bohan, of 423 South Halsted Street, and believed to be the only copy extant, as well as the first detailed directory of the city, the others being but "business" directories, we collate the following list of persons at that time connected with the lumber business of the city:

Allen, J. P. & Co., Canal Street, Third Ward; Barber, Jabez, South Water, foot of Wells; Gilson, Stephen R., lumberer at Snow's; Howard, William, shingle maker;

Jones, Tarleton, South Water at Bridge; King, Willis, lumberer at Snow's; Lind, Sylvester, Randolph Street Bridge, boards Sauganash; Loomis, Henry, West Water and Randolph; Nelson, Peter, sash maker; Price, William, sash factory, South Water west of Clark; Rossiter, Newton, South Water; Row, Nathan, sawyer; Scurgie, William, 204 Lake, lumber; Smith, Andrew, head of Lake Street; Snow, George W., South Water; Underwood, John M., Lake and West Water; Woodruff, Joseph, shingle maker.

It will be observed that the above list does not make mention of the names of B. W. Thomas, W. M. Ferry, Norton & Tuckerman, nor of Tuckerman & Higginson. This may in part be accounted for from the fact that these directories were compiled one year ahead of their date, and the directory for 1844 would therefore take no cognizance of parties who began business in the early part of the same year, much less those who did not commence until the year was well along. Coming to 1845 the firm of Newell, Loomis & Wilcox is to be added, and for 1846 we open the Fergus reprint (of 1883) of Norris' "Business Directory and Statistics of 1846" and learn that in that year the trade was in the hands of:

James P. Allen, North Canal and River Street near Kinzie Bridge; Barber (Jabez) & Mason (Richard), South Water corner Wells; Crawford, Peter, corner Market and Washington; Dunlap, Hugh, West Water south of Randolph; Glover, H., West Water south of Randolph; King (Willis) & Tinkham (Richard H.), South Water near Wells; Lind, Sylvester, at South Branch (near Randolph Street Bridge); Lloyd, Alexander, Randolph, Third Ward; Marsh, Luther W., Randolph between Canal and Clinton, Fourth Ward; Milne (Robert) & Ferguson (Alex.), South Water west of La Salle; Norton, A. & G. L., Randolph southwest corner Market (William Butts, agent); Rossiter, Newton, corner La Salle and South Water; Smith, Andrew, east side Market south of Randolph; Snow, George Washington, South Water corner State; Sutherland (David R. H.) & Co., River Street; Throop (Amos Gager), Wait (Solomon) & Co. (John Eaton Throop), southwest corner Washington and Market; Underwood, John Milton, West Water near Lake; Wright (Timothy) & Butler (Walter), West Water west of Lake Street bridge.

This record omits several well-known names of firms who were in business at that time, as Jacob and Henry Beidler, who began a lumber business in 1844 and continued for many years; indeed, if their successors are to be considered, have continued until the present day. The omissions can be accounted for only that in the reprint an endeavor was made to correct the list from the memories of older citizens, and by this means some names were added which belonged to a later date, and some were omitted because perhaps too familiar and so overlooked. We have good reason, however, for adding to this list (dealers of 1846) the names of James McMullen, N. S. Mead & Co., Leonard & Williams, and George M. Higginson.

In this connection should be mentioned the planing mills of Foss Bros. (Robert H., John P., Samuel T. and William H.), Market, between Washington and Madison, "on the river;" Price, William H., Clinton near the southwest corner of West Ran-

dolph. Under the caption of "Doors, Sash and Blinds" we find Beidler (Jacob) & McKee (James), South Water; McFall, Francis, Randolph, Second Ward; Rossiter Newton, South Water corner Franklin. In the advertisements Follansbee & Gilman announce that they are "wholesale and retail dealers in dry goods, groceries, boots and shoes, salt, lumber, nails, etc., and pay cash for wheat," but they are not classed as lumbermen.

In the year 1847 we for the first time find the names of George R. Roberts (who sold his business to D. R. Holt in this year), Devillo R. Holt, T. S. Parker, Jacob Beidler, Lord & Sutherland and Green & Holden. In 1848 we add the names of Lull & Williams, Goss & Phillips and Sheppard & Sheriff. In 1849 we include Alexander Officer, Martin Gilbert & Co., W. M. Ferry, Williams, Ryerson & Co., Throop Bros. (second time) and Hilliard & Howard. It is not improbable that other names should be added, of which, however, we find no data.

In this connection a few paragraphs copied from the *Evening Journal* of that period may lend interest. In its issue of October 1, 1846, it gives the receipts of forest products from October 1, 1845, to October 1, 1846, as being "Boards and planks 24,424,299 feet; shingles, 8,354,000; lath, 2,069,500; timber, 16,800 feet; staves and heading (pieces), 15,200; pickets (pieces) 24,000. September 28 it mentions a fire in the planing mill of Foss & Bro., in which 2,000,000 feet of lumber was burned, the loss being stated at \$15,000 with no insurance, while the lumber yards of Throop, Wait & Co., and T. D. Smith suffered to the extent of \$5,000 each, and that of Roberts & Son, \$6,000. Two days later the *Journal* records the burning of Price & Parson's planing mill with a loss of \$10,000. These two fires were supposedly incendiary, and we find no further fire records for twenty years. Under date of November 28 the *Journal* says: "Twenty vessels with lumber left Grand River, Mich., on the 24th inst., bound for Chicago, which bids fair to become one of the most extensive lumber markets in the country." In a later issue the *Journal* gives the exports of lumber from Grand Haven for the season of 1848 as 15,500,000 feet, worth \$126,750; 8,500,000 shingles worth \$14,875, and 550 pine spars, the value of which is not stated. The *Journal* sums up the year's business in 1848 as follows:

"There are thirty-five lumber dealers in Chicago who so far this year (October 12) have received 49,690,000 feet of lumber; 24,081,000 shingles, and 6,028,000 lath; it is estimated that about 8,000,000 feet more will be added before navigation closes. The total receipts will be nearly double those of 1847. This lumber came principally from Michigan and Green Bay, and is reported for the *Journal* by T. Wright. The figures do not include the coast and small trade."

This "coast and small trade" was no doubt the work of the small craft, which were even more plentiful in those days than the larger vessels, making a business of calling in at the numerous points on the shore where some hardy pioneer had established his cabin, and here sought to eke out a precarious living by "breasting shingles" or riving



Condensed Bros Chicago

A G Throop

staves which these coasters, few of them larger than the long boat of the ordinary vessel of today, being able to get close to the shores, made frequent trips in search of, paying in pork or flour, with perhaps powder and shot added.

It was in 1848-49 that the panic which created financial havoc in the East was beginning to be felt most seriously at Chicago and throughout the West, but the opening of the canal and a vast increase in trade with the West caused its effects to be less serious than might otherwise have been the case. The receipt of 32,118,225 feet of lumber and 12,148,500 shingles in 1847 was nearly doubled in 1848, and a little more than doubled in 1849, while the receipts of 1850 were a trifle more than three times those of 1847 in lumber, and four and a half times greater in shingles, and from this point the increase year by year is steady and notable. The receipts of 1850 are doubled in volume in 1853, and those of 1853 are doubled in 1856, hold their own in 1857, and show the effects of the panic of that year by a falling off of 181,000,000 feet in 1858. It is not until 1862 that signs of returning strength are manifest, but from that time until 1874 the yearly increase of receipts borders on the marvelous, and from the latter date to 1879 no falling off is to be noted, while the market scarcely held its own for quantity from one year to another for some years subsequent to the revulsion of 1873.

With the impetus imparted to trade by the opening of the canal we find a large accession to the ranks of the dealers, and a directory for 1851 gives the following list of the lumber dealers of that year:

B. W. Thomas, Market Street; William M. Ferry, Market Street; Richmond & Legare; W. D. (D. R. ?) Holt; Throop Bros., Alexander Ferguson, Hugh Dunlap, Hilliard & Howard, James A. Bishop, all of whom are assigned to Market Street; Jabez Barber, F. B. Stockbridge & Co., George C. Morton, James & Hammond, J. W. Duncan & Co., Green & Holden, Higginson & Co., and Hannah, Lay & Co. are designated as on Canal Street; C. Walker & Co., South Branch, West Side; Andrew Smith, West Water Street; Sheppard & Sheriff, Walker, Day & Smith, Jacob Beidler, George R. Roberts, Lind & Smith, and Butler & Morton are located on West Water Street; Leonard & Williams, Canal near railroad; C. Mears & Co., Kinzie near railroad; Peter Crawford, West Water Street; McCagg, Reed & Co., Kinzie on river; James Andrew, Randolph Street; Norton & Brother, corner Lake and Canal; John Joseph West, lumber and produce, 14 Dearborn; S. F. Sutherland (hardwood), North Water near Wells Street. Under the head of planing mills are noted: Foss Bros., Canal and Monroe; George W. Noble, Clinton and Randolph; and Holbrook & Dickinson, Adams Street. Under the head of sash, doors and blinds: J. McFall, Franklin, near Randolph, and Salisbury & Steinhaus, 214 Randolph, are alone mentioned. Lumber inspectors: Andrew Kearns and D. S. O'Connell.

Reliable data leads us to complete the above list by adding the names of Artemas Carter, T. Newell & Co. and Martin Ryerson to the list of yards, and J. K. Russell to the planing mill, sash, door and blind factories, these, no doubt, having been over-

looked by the canvasser for the directory. In this year also (1851) Williams & Avery, Williams, Ryerson & Co., J. H. Pearsons, Mears, Bates & Co., Hannah, Lay & Co., Addison Ballard, and Cleveland & Russell are found in the historical data gathered in the compilation of this work.

To the dealers heretofore mentioned, we find an addition in 1852, of the names of A. T. King & Bro., Gardner, Spry & Co., Loomis & Ludington, Henry Fisher, Ferry & Sons, and Sheppard, Sheriffs & Smith. During this year the total receipts reached an aggregate of 147,816,232 feet of lumber, together with 70,740,271 shingles, and the shipments are stated at 77,080,500 feet of lumber. As we have no record of the stock on hand at the close of the season it is impossible to determine the amount consumed in the growing city, but basing our judgment upon known consumption of other years, it is probably safe to say that the city demanded a quantity fully equal to the amount shipped.

The commencement of the railroad era, which has been by far the most potent factor in the growth and extension of the lumber trade of Chicago, dates from about this time. The Galena & Chicago Union Railroad, which later became the Chicago & Northwestern, had its first ten miles in operation to the Des Plaines River in 1848, beginning public business in January, 1849, and completing its strap rail to Elgin in 1850. It was many years before the demand for lumber in the newly opened country added greatly to the revenues of the railroad or gave impetus to the rapidly extending business of the lumbermen of Chicago, the trade by the canal affording a trade much more desirable. Canal boats were loaded at the yard, while railroad shipments demanded teaming which was an increased expense. It was many years before it dawned upon the minds of either the railroad manager or the lumber merchant, that the interests of each would be promoted by having a railroad switch running into the lumber yard. In fact the demand of H. K. Elkin, that as a condition to his granting right of way through his yard, the Michigan Central which sought the privilege, should agree to give him a switch track, was considered the height of oppression to a struggling company, and the height of assurance on the part of Mr. Elkin, notwithstanding it was coupled with an offer to load all their transfer freight, at one-half what it was costing the company to transfer it by team across the city from one depot to another. At this time lumber was loaded in the yards of the railroad company, and a charge of 10 cents was made by the company. Mr. Elkins asked that this charge should be allowed him in case he loaded his own lumber. This also was considered an unreasonable demand. After a day of consideration however, the utility of Mr. Elkins proposition was realized and his offer accepted, so far as the lumber proposition was concerned, and the first lumber yard switch was laid in the yard of Elkins & Merrill, Sixteenth Street and the river.

The first train to leave Chicago on the Illinois Central Railroad was on May 21, 1852, and its destination Calumet, at that time the temporary terminus of the line,

which was not completed to Cairo until August 26, 1854, when an extensive country was opened up, of which the lumbermen were not slow to avail themselves in an extension of trade, as evidenced by the yearly increasing importations of lumber and increased number of dealers.

The Chicago, Rock Island & Pacific Railroad was opened for traffic to Joliet, October 18, 1852; the Michigan Central to the East, May 21, 1852, and the Michigan Southern Railroad, February 20, 1852. In 1855 the Pittsburg, Fort Wayne & Chicago Railroad had completed twenty miles of track, which by November 10, 1856, had been increased to 383 miles. The Chicago, Milwaukee & St. Paul was the first completed trunk line to the West, running from Chicago to the State line between Illinois and Wisconsin, where it met the line built by the Green Bay, Milwaukee & Chicago Railroad, both roads being completed in 1855, and consolidated in 1863. The first telegram received at Chicago was on January 15, 1848, and our retrospective view truly enables us to exclaim in the words of the first ocean cable message of a few years later: "What hath God wrought!"

It is difficult to overestimate the effect produced in the settlement of Chicago and of the vast region lying to the west, north and south by the building first of the Illinois and Michigan Canal, and later of the various railroad lines, while the influence of the telegraph and telephone systems of communication must by no means be minimized.

While for many years the advantage of railroads as a means for the transportation of lumber was not fully appreciated, the improved means of reaching the prairies, and of communication with the undeveloped region of the West and South, gave rise to an emigration which threatened the depopulation of the New England and Middle States, and in fact has in half a century operated almost wholly to change the complexion of those sections, so far as regards the nationality of a majority of their inhabitants. Emigration of the hardy and enterprising sons of the East, coupled with a better class of the foreign immigrant, created a population which speedily became homogenous and developed a characteristic hitherto unknown in the Old World or New, and which has since become the synonym for all that is embraced in the words "push," "energy" and "enterprise."

The directory of 1853-54 contains a greatly increased number of names in its digest of lumber dealers. In this year the list includes:

Aldrich, James F., 238 State; Allen, James P., inspector and wholesale commission, State near Fort, docks South Branch between Harrison and Polk; Barber, Jabez, Canal between Madison and Monroe (lumber cut to order at mill Muskegon); Beidler, A. & H. B., Charles between Van Buren and Harrison; Beidler, Jacob, West Water and Randolph; Bilson, G. W., lumber tallyman; Bishop, J. E., yard Market and Jackson; Blanchard, Joseph, corner Adams and Jefferson; Boyce, Fisk & Co., 52 Lake; Briggs, Benjamin, inspector; Briggs, William, inspector; Butts, William, Canal between Madison

and Monroe; Canfield, Edwin, Fulton and Clinton; Carter, Artemas, near Kinzie Street bridge; Chapin (E. J.), Marsh (Alexander) & Foss (R. H.), first door south of Foss Planing mill, Canal between Monroe and Adams; Clapp, Charles C., lumber agent American Car Works, Conroe (L. C.) & Mitchell (Henry A.), West Water between Washington and Madison; Crawford & Co. (Peter C.), Randolph between Jefferson and DesPlaines; Dalton, James, corner Market and Jackson; Dean, Charles F., inspector; Dewey, William H., Kinzie Street bridge; Dickey, James V. (agent Ferry & Sons; Dugal, P. E., inspector; Duncan, J. W. & Co. (J. Woolston and A. D. Woolston); Durgin, Ezra (wood and lumber), corner Van Buren and Canal; Dye, Nathan, inspector; Eldred, Farr & Co., Canal between Jackson and Van Buren; Ellsworth, L. S. & Co., corner Monroe and Canal; Ferry & Sons, Market and Washington; Ferry (James H.) & Barton (Charles R.), Washington and Market; Forsyth & Fairchild, inspectors; Foss & Bros., planing, Canal and Monroe; Gardner, F. B., Wells between Harrison and Polk; Germain, George H. (lumber agent I. C. R. R.); Goss (D.) & Abbott (C. H.), sash and door manufacturers, Twelfth near Michigan Southern depot; Green & Holden (hardwood), Canal between Jackson and Adams; Hade, Patrick, inspector; Hannah (Perry), Lay (A. Tracy) & Co. (James Morgan), Canal and Jackson; Hiliard (L. P.) & Howard (S. G. D.), Market and Adams; Holland, John, near Madison Street bridge, east side; Holt & Mason, corner Market and Monroe; Howell & Stephens, West Water and Madison; Hubbard, James H., corner Harrison and Lumber; Huntington (E. H.) & Co., corner Market and Van Buren; James & Pearsons, Clark near Rock Island depot; James & Springer, yard and commission, Madison and Canal; Johnson, Christopher, inspector; Johnson & Westervelt, west side Kinzie Street bridge; Jones, Tarleton, wholesale, Rush between Huron and Superior; Leavenworth, J. H., Tremont House; Leonard (James) & Co. (Claude J. Adams), Madison and Canal; Loomis (J. M.) & Ludington (James L.) Madison and Market; Ludington (Nelson) & Co., Canal and Van Buren; Lull, Walter, Desplaines between Randolph and Washington; Mansfield, Benjamin W., West Water and Lake; Meadowcroft & Turner, Clark south of Twelfth; Mears (C.) & Co., east of Kinzie Street bridge; Meglade, Andrew, inspector; Morgan, William D., lumber dealer; Morton (George C.) & Gilbert (Ashley G.), Charles Street between Harrison and Van Buren; Newell (T.) & Co., Wells between Harrison and Polk; Noble, George W., planing, Clinton between Washington and Randolph; O'Connell, Daniel, and D. S., inspectors; Officer, Alexander, Market between Randolph and Washington; Pierson, Henry, Jefferson between Adams and Jackson; Pilgrim, Henry, shingle weaver; Reed, John S., Canal and Carroll; Roberts, George R., Market between Madison and Monroe; Savery, George W., shingle weaver; Sheppard, Sheriffs & Smith, West Water near Randolph; Smith, Medbury & Co., Market and Van Buren; (Aldrich, Smith & Co., Two Rivers, Wis.; M. B. & J. W. Medbury, Milwaukee, Wis., James F. Aldrich, resident partner); Spaid, Chauncey D., Market and Monroe (lumber and wood); Stewart (A. V.) & Co., planing, Canal between Adams and Jackson; Stowell, E. C., steam saw mill, Twelfth Street and South Branch; Sutherland & Co., Canal between Carroll and Fulton; Sutherland, S. F., Market between Jackson and Van Buren; Taylor, James, lumber agent; Temple, J. F., agent Stewart & Co., planing mills; Thomas (B. W.) & Lloyd; Throop (J. E.), Learned (S. J.) & Co. (W. H. Magie), Market between Madison and Monroe; Tobiason, Nicholas, shingle maker; Truman, Horatio, 81 State;



J. M. Army

Vanderbilt, Luke, shingle weaver; Walker & Day, Canal between Kinzie and Carroll; Wallace & Smith (H. W. Smith, St. Joe, Mich.), Clark south of Michigan Southern depot; Williams (Read A.) & Avery (T. M.), Canal between Carroll and Fulton; Williams (J. M.), Ryerson (Martin) & Co., Fulton and Canal; Wing, Edward.

The directory for 1855-56 adds a number of new names to this list, viz:

Beebe, Lyon & Co.; Bonzar, Christian H.; Brewster, B. & Co.; Brown & Trowbridge; Dewey & Co.; Hugh Dunlap; W. F. Dutcher; Charles Ewer; Fraser & Jillett;* Frost & Bradley; John Garrison; Hilliard, Howard & Morton; Holbrook & Elkins; Holland & Leonard; Howell & Skilton; W. C. Humaston; George Ingram; J. L. James & Co.; S. M. Johnson; Kennedy & Stockbridge; C. Lamb & Co.; J. H. Leavenworth; Sylvester Lind; Lull & Eastman; James McMullen; James H. Mills (commission); H. A. Mitchell; Morrison & Wallace; Norton & Bro.; J. Peacock & Co. (Stowell's slip); Pearson, J. H. & Co.; J. W. & N. S. Peck; Perry & Godfrey; Price & Fisher; S. Reeve & Co.; Rogers & Brown; Ryerson, Miller & Co.; Otis Sheppard; William H. Slocum; Steers & Co.; J. M. Turner; H. N. Turner; Tuttle, Green & Co.; E. Varian; J. Volk & Co.; Wilcox, Lyon & Co.; J. Wilde & Son; J. E. Wilkin; J. M. Williams; Wood, Henderson & Co.; P. Wood.

Many of the names in this last list will be recognized as appearing in directories of former years, and we can only account for their omission in the directory of 1853-54 upon the supposition of carelessness on the part of the canvasser.

THE FIRST BOARD OF TRADE.

At the time of which we now treat, the membership of the Board of Trade of Chicago was largely composed of lumbermen, to whom a separate committee having exclusive charge of all matters connected with the lumber trade was accorded. A lumberman, Laurin P. Hilliard, was secretary and A. G. Throop and W. D. Houghteling, both lumbermen, were upon the board of directors. Down to as late as 1858 George W. Noble, a planing mill operator, was elected vice-president, and lumbermen E. J. Tinkham and D. R. Holt were members of the board of directors. Nelson Ludington was on the committee of reference; B. S. Sheppard and L. P. Hilliard were members of the standing committee. The Board of Trade was first specially incorporated in 1859, and its rooms at this time were on the northeast corner of South Water and La Salle Streets. But an act of the Legislature, which took effect February 8, 1849, entitled "An Act for the Incorporation of Boards of Trade and Chambers of Commerce," provided "that any number of persons, not less than twenty, may associate themselves together as a board of trade, with authority to make such rules and regulations as are necessary for the government of the affairs which come under its control." Corporations formed under this act were not required to file articles of association anywhere, but no corporations other than boards of trade or chambers of commerce could organize under it.

* Later spelled Gillett.

The Board of Trade of Chicago worked under the act of 1849 until its special incorporation in 1859, and some time about the year 1857 or 1858, the exact date being undetermined, because of the absence of any records bearing upon the subject, the lumbermen connected with the Board of Trade formed a separate organization, which they termed "The Lumberman's Board of Trade," of which Robert H. Foss was made president, and Nathaniel A. Haven, secretary. Mr. Haven now resides at New Orleans, and from him we obtain a copy of the following circular, which from its connection we assume to have been issued about this time, but may possibly have reference to that later date when the Lumberman's Exchange was incorporated, the absence of data, and the lack of recollection of the facts on the part of any lumberman who has been consulted, rendering it uncertain, while the closing sentences seem to point to 1857-58 as the period referred to:

"The rapid increase in the volume of business, the constant succession of difficulties to be adjusted, differences to be settled and regulations to be made and enforced, demanded some bureaucratic administration differing from the aftermath of the Board of Trade floor. Hence a special act of incorporation was passed, vesting what were deemed the needful powers, in the Lumberman's Board of Trade of Chicago, the incorporators being T. M. Avery, Eli Bates, Robert H. Foss, George C. Morton and Read A. Williams. The first president was Robert H. Foss, and the first secretary Nathaniel A. Haven. The first sessions were held in the Lind block, corner of Market and Randolph Streets, and were diurnal from 10 o'clock A. M. to 2 o'clock P. M. These meetings were well attended for some time; but the financial difficulties ensuing upon the panic of 1857 deadened the activity of the organization, which was only kept in vitality by the commission men, who preserved the semblance of an organization and association by meeting annually and electing officers."

This circular or note of explanation was evidently issued some years after the circumstance to which it relates, and may have been issued for the purpose of awakening a new interest by a recital of the events of a previous period. Be this as it may, it comprises the only printed or written record of which we can learn with reference to the early organization. That it is in error in the statement that a special act of incorporation was obtained is evident from the fact that the only special act on record was that of 1869 to the Lumberman's Exchange. This, however, seems to have been the first formal attempt to reorganize in an association for the special purpose of regulating the lumber business, and was the precursor of the powerful and influential organizations of succeeding years, which will be described further along in this history.

The effects of the financial revulsion of 1857 were severely felt by the lumbermen of Chicago, as an illustration of which may be cited the experience of R. K. Bickford, then a member of the firm of Brewster, Bickford & Tildesly, with a yard on North Street (now Sixteenth), corner of Lumber Street. William Brewster, of that firm, manufactured about 12,000,000 feet at his mills in Oconto and 4,000,000 in Canada.

The Chicago house purchased the whole cut of the Oconto mills, some of which it handled in its yard and the balance it sold by the cargo to other dealers. Three vessels arrived about September 1, 1857, with flooring, fencing and siding strips, which were in quick demand at \$14 per thousand, and the vessels hastened back to the mill for more. On September 7 the news of the failure of the Ohio Life & Trust Company, of New York, and its effect upon the banks and business interests of the East was spread over the country, carrying consternation in every direction. On the 9th of September the three vessels returned to Chicago with their cargoes of Oconto lumber, but no one wanted it. For four days they lay at the dock without a single bid being made; on the fifth or sixth day John B. Edwards & Brother, jewelers, who had recently disposed of a stock of jewelry for cash, offered \$7 per thousand for the three cargoes, and took them, unloading and piling the lumber on the North Pier, where, after holding it for three years and until by the decay of the cross boards its value had greatly deteriorated, it was finally sold for \$10 per thousand.

The dullness continued for several years, calling for the most strenuous efforts of all business men to avoid bankruptcy, and it was not until 1863 that a decided and favorable change for the better was manifest.

It was during the dullness and depression of these years that in 1859 the subject of inspection rules first engaged the attention of the trade, and a committee of the Board of Trade, consisting of Eli Bates, Thomas M. Avery, James V. Dickey, George C. Morton and Russell K. Bickford, was appointed to formulate rules of inspection, which with slight modifications have continued to be the rules of the market as regards the cargo or wholesale market to the present day.

The dealers of 1858-59 not enumerated in the foregoing lists, but found in the directory of 1859, were as follows:

Abbott & Kingman; Aldrich, Smith & Co.; Averill & Sons; Avery, Thomas M.; Becker, Vrooman & Co.; Bellamy, Meeker & Co.; Blackwell, Samuel B.; Blanchard, William; Blinn & Co.; Bouchier & Armson; Bradley & Bro.; Brewster, Bickford & Tildesley; Burtis, T. B. & Co.; Chatellier, John D.; Christian, D. W.; Clement, Butlin & Co.; Cone & O'Brien; Correry, Francis E.; Courter, C. & Co.; Covert, Abram H.; Cutter & Phillips; De Clerque, Morris & Co.; Durkee, Truesdale & Co.; Dyckman, Hale & Co.; Eastman, Galen; Eldreds & Balcom; Fitts, Joseph; Foster, William M.; Foster & Co.; Goodrich, Eckhold & Co.; Green, Timothy F.; Hannah & Rockwell; Harvey, William H.; Higginson, Geo. M.; Hills & Garrick; Holbrook & Co. (William and Thomas); Holden, Bishop & Co.; Hoodless, W. R. & Son; Hotchkiss & Ryder; Howard & Barton; Howland, Henry & Co.; Jennison & Roberts; Johnson, A. B. & Co.; Johnson & Taintor; Jones B. Smith & Co.; Kennedy & Day; Kolwes, W. F.; Lind & Slater; Lount, Gabriel F.; Lull & Lewis; Lyon, I. L. & Co.; McCaw & Co.; McDougal, Robert and Co.; Man, Putman; Mantz & Co.; Merrill, Alex. H.; Mershon, Augustus H.; Morgan James; New York Lumber Company; Packard, N. W. & Co.; Parsons & Farlin; Pearson & Messer; Peck, Joseph W.; Peshtigo Company; Robinson, Richards & Co.; Rogers, John; Ruddiman, John E.; Salisbury, Rigney & Co.; Scott & Morse;

Shepard, Sheriffs & Smith; Skinkle, J. W. & Co.; Smith, Simeon & Co.; Steele, Wilkins & Co.; Steers & Co.; Stewart, Dugald; Stottifer & Mead; Swartout, J. H. & Co.; Thomas & Reeve; Throop, Learned & Chase; Trowbridge, Wing & Co.; Walker, L. B.; Walker, Wm. J. (Hw.); Wallace, John S.; Walls & Son.; Wheeler, Hiram; Whipple, E. W. & Co.; Williams, John M.; Wing, Edward; Wood, Arms & Co.; Wood & Carter; Woodworth, H. & Co.

The changes which were constantly taking place among the dealers from year to year were marked in their number, each succeeding directory omitting many names included in the previous one, and adding many others. Were we to attempt a full and complete roster of the dealers of each year it would require a volume. We have thus far aimed at giving as complete a list as possible of the dealers who may properly be termed pioneers of the trade by reason of their connection with it during the first thirty years. In D. B. Cooke & Co.'s Directory for 1859-60 we find the following names not previously noted or included under other combinations:

Alling, G. & Co.; Baldwin & Co.; Addison Ballard; Charles R. Barton; Alexander Bateson; V. Becker & Co.; Thomas H. Beebe; Beidler, J. & Bro.; Blanchard & Queal; Brewster & Hills; Brooks & Bro.; Thomas B. Burtis & Co.; Carter & Bro.; William Cowles; James M. Dalton; Amasa F. Dwight; Edward M. Fitch; J. A. Fitch; Gage & Soper; Ambrose Gagne; Groves & Morris; Hall & Winch; Harris & Bro.; Hilliard & Wood; Hosmer, Fowler & Co.; William H. Hoyt; James R. Hugunan; Jakeway & Holbrook; Jillett & King; S. M. Johnson; Tarleton James; Lancaster & Burdick; Walter Lull; J. & C. McCaffrey; J. L. McVicker & Co.; Mann & Langley; Benjamin W. Mansfield; H. F. Marsh & Co.; John Martin & Co.; R. Mason; Arthur Meglade (Inspector); Barzilla Merrill; Morgan & Furness; Henry Moore; James Peacock; Joseph Peacock; Pearson & Batcheller; Potter & Crippen; Reed & Bushnell; Charles Reitz; James W. Rigney; Sheriffs & Smith; Benjamin Smith; B. W. Thomas & Co.; Trowbridge & Swan; John A. B. Waldo; Walker, Bronson & Cole; Charles Walker; Wells & Sears; Wilkins & Alcock; Wood, Henderson & Cornwell.

At this time do we find record of four shingle mills, viz.: Berard & Sander, 69-71 Canal; Lewis Halgerson, 168 North Desplaines; Rawson & Bateman, Ringold Place, corner of Douglas Avenue; James L. Smith, Kingsbury, opposite Ontario. Shingles were made from split bolts brought from Michigan and Wisconsin, the trade in which was for many years quite extensive, until manufacturers began to attach machines to their mills and to erect shingle mills contiguous to the forests, as it became more economical to transport the finished product than the rough block.

The panic of 1857 had spent its force, and the large additions to the list of dealers in 1859-60, with the many changes which occurred by the dropping out of old firms, was succeeded in 1860-61 by the depression growing out of the war cloud which was now hanging over the nation. The list of lumbermen was not greatly reduced in consequence, but the new additions and changed designations were less numerous than in former years.



George Farnsworth

Wells, Fargo & Co. Publishers N.Y.

The additions and changes noted in the directory for 1860 were:

Adams & McEntee; R. K. Bickford; William Blanchard; Amasa F. Burt; William Butts; G. A. Flagg & Co.; Nat A. Haven; Hurlbut Humphrey; Kennedy & Day; James C. King; Jacob Leibenstein; Hugh Maher; Newago Lumber Company; Oconto Lumbering Company; R. F. Queal; E. & J. Rigney; Ferdinand Schwarts; Stewart Bros. & Co.; John S. Tildesly; Horatio N. Turner; Samuel Yockie.

The directories issued previous to this time were generally compiled in the summer and fall, being issued usually in September or October, and were intended to serve for a fiscal rather than a stated year; hence the dates given must be accepted for the earlier rather than the later of the years named. From Halpin & Bailey's Directory for 1861 we make the following additions to the previous lists:

Avery, William W.; Brown; Mordecai J.; Bruce & Queal; Chapman; J. F.; Clark; S. D.; Corry & Dwight; Curtis & Nelson; Cutler, Witbeck & Co., Guysbrot, De Clerq., Dennison & Calkins; George J. Dorr; Easton & Mills; Elkins & Merrill; Ferry & Son; Rogers Fowler; John D. Gardener; Hills & Mead; Henry W. Hinsdale; S. D. G. Howard; Henry N. Holden; Hoyt & Bouton; Stanton A. Irish; Joseph Lubby; A. D. Loomis; Frank McMullen & Co., Simeon Mayo; Miller & Liebenstein; Parsons & McNab; Porter & Smith; Reed & Bushnell; Ryerson & Morris; George E. Scott; Simmons & Carleton; Sutherland & Granger; Sutherland & Lord; Stouffer & Trego; Alvah Trowbridge; Gideon Truesdell; J. H. & L. B. Walker; Walker, Washburne & Co., Wallace & Holmes; Edward P. Wood.

As before remarked, the prospects of a war with the South operated in 1860-61 most depressingly upon the lumber trade in common with all other classes of property, but no sooner was it a settled fact, than lumber sympathized in common with its fellows in the marts of trade, in the stimulating effects which the stirring times developed. Lumber advanced rapidly, and by the fall of 1862 it was held at an average of \$3 to \$4 above the prices of early spring, which were about those of the preceding year. It is difficult at this time to realize the causes of the rapid advance and abnormal demand, but, notwithstanding the withdrawal of nearly 5,000,000 men from the pursuits of peace to engage in the destructive arts of war, business of all kinds prospered, and with gold at a premium of from 200 to 240 per cent, the country was flooded with paper money, which being issued by the Government, had a stable character, and the readiness with which it could be obtained naturally induced habits of luxurious living hitherto unknown to the masses of the people. It is doubtful if, as a general rule, these habits so acquired have, or will in the future prove of the highest advantage and benefit to all classes, but of one thing we are assured—that it has led to the development of a more esthetic taste in many directions, and in none to a more marked extent than in the building world. Before the war none but the very wealthy contemplated the use of hardwoods in the finish of dwellings, or business houses; the hardwood dealers sought their custom and trade from the furniture or wagon factory

rather than from the worker in house finish. In the evolution of trade, the use of hardwoods for interior finish, in doors, windows, stairways, base and moulding, and no less in floors and mantels, has become so great that no building of any pretension is now erected without using it to a greater or less extent. At no time, however, in the history of the trade have the dealers endeavored to any great extent to mix the hard and soft woods in their yards, or if for a short time the experiment has been tried, it has soon been relinquished.

The City Directory for 1862-63 gives the following list of lumber dealers then engaged in the business: Avery, Thomas M., West Water, corner Canal; Avery, William W., West Water, corner Canal; Baldwin & Co., foot of North Water; Ballou, L. F., Grove, between North and Old; Barton, Charles R., corner Twelfth and Lumber; Becker & Vroorman, 460 North Water; Beidler, J. & Bro., Canal and Jackson; Bickford, Russell K., Lake, corner West Water; Bradley, Ford E., agent, west side Clark, near railroad crossing; Brewster, Oscar, between Twelfth and Empire slip; Brower, Charles H., Empire slip; Brown & Mills, south end Canal and Lumber; Bruce, Queal & Scott, Beach, near Polk Street bridge; Burdick, William R., Clark, near railroad crossing; — Garrigue, 242 South Water; Chapin, Moss & Foss, northeast corner West Van Buren and Canal; Clark, Samuel D., Beach, on Empire slip; Cone, Hubbell B., Clark, between Liberty and North; Corey & Dwight, Canal, between Lake and Randolph; Coroles, William, Canal, southeast corner Lake; Curtis & Nelson, 91 North Canal; Dalton, Joseph M. & Bro., Lumber, near Old; Declerg & Dorr, 10 Aikens building; Denison, E. H., corner Old and Lumber; Eastman, Galen, West Water, between Madison and Randolph; Eldred, Elisha (agent St. Clair gang sawed lumber), Wells, southwest corner Polk; Eldred, H. F., 566 Clark, corner Twelfth; Elkins & Merrill, east side Clark, near railroad bridge; Elliott, J. F. D., corner Old and Grove; Fahs & Bush, Kingsbury, southwest corner Erie; Ferry & Son, east end Twelfth Street bridge; Foster, Thomas W., Twelfth, on Empire slip; Furners, E. L., & Co., 57 North Wells and 93 Michigan; Fyfe, William C., 242 South Water; Gagne, A. & Co., north side West Chicago Avenue near bridge; Gardner, Freeland B. & Co., corner Beach and Taylor; Gardner, Howard C., Twelfth and Beach; Gardiner, John D., agent, corner Twelfth and Beach; Garrick, John, corner South Water and Franklin; *Granger, John, 83 Canal; Gray, A. R. & Co., corner Clark and North; *Green & Holden, South Canal, between Jackson and Adams; Groves & Morris, 12 South Canal; Hannah, Lay & Co., Lumber, near Maxwell; Harris & Bro., Lumber, near Old; Haven, Nathaniel A., 242 South Water; Wood, Lawrence & Cornwell, Sherman, corner Taylor; Hawley, C. A., west end Polk Street bridge; Herbert, Charles, Ellsworth, between Mather and Polk; Hills & Mead, west side Clark, near railroad; *Holbrook & Co., Grove, between North and Old; *Holden, Henry N., 207 West Market; Holt & Calkins, Twelfth and Empire slip; Howard, Samuel G. D., west end Polk Street bridge; Hoyt, David N. S., Twelfth, south of bridge; Irish, Stanton C., Lumber, near Twelfth; Jillett & King, west side Sherman, near Taylor; Johnson, A. B. & Co., North Canal, near Kinzie; King, Andrew T. & Bro., Lumber, near Twelfth; Leonard, James & Co., South Canal, near Jackson; Ludington, N. & Co., Lumber, south of Twelfth; McCaffery, John, Beach, near West Polk; McMullen, Funk & Co., 10 North

*Hardwood.

Canal and Lake, corner Jefferson; Mansfield, Benjamin W., Lumber, near Twelfth; Mason, Richard, 146 Market, corner Monroe; Mayo, Simeon W., Twelfth, near Lumber; Mears, C. & Co., 1 Kinzie, and 440 North Water, Merrill Barzillus W., Water, northwest corner Washington; *Miller & Lieberstein, corner Polk and Ellsworth; Morgan, Franklin P., 57 North Wells; Newell, T. & Co., 394 Wells; O'Brien, M. W., Clark, between Liberty and North; Officer, Alexander W., Adams, corner Canal; Parsons & McNab, Franklin and Van Buren; Peacock, J., Stowell, corner Sherman; Pearson, Avery & Co., 540 Clark; Peshtigo Company, North Pier; Phillips, John, North Green, northwest corner Third; Phillips, William B., Twelfth and Clark; Pillsbury, Benjamin (agent Morgan & Furness), corner B. R. Railroad crossing and State; Potter, George W., west end Randolph Street bridge; Reed & Bushnell, west side Clark near North; Rietz, Charles & Co., Canal, near Lake; Roberts, George R., Clark, near railroad crossing; Sheriffs & Smith, 200 South Canal; Simms, Thomas, 331 Wells; Spalding, Jesse, Lumber, near Twelfth; Stouffer & Fargo, west side Clark, near Liberty; *Sutherland & Granger, 83 South Canal; *Sutherland & Lord, Market, near Jackson; Throop & Learned, West Charles, near end Van Buren Street bridge; Trowbridge, Alma, Twelfth, on Empire slip; Truesdell, Gideon, Clark, near Liberty; Waldo, John A. B., 115 South Canal; Walker, John H., Beach, near Polk; Walker, Londus B., Beach, near Polk; Wallace & Holmes, corner Old and Grove; Washburne & Walker, 90 South Water; Wells & Sears, Beach, between Taylor and Polk; Wheeler, Uriah H., North Canal, corner West Lake; White Charles B., Clark, near railroad crossing; Williams, Read A., Beach, near Polk; Wood, Henderson & Cornwell, Sherman, southwest corner Taylor; Wood, Peter & Co., Lumber, corner Twelfth.

Under the head of "Lumber Manufacturers" are named the following:

Cowles, William N., Canal, southeast corner West Lake; Cutler, Witbeck & Co., 120 North Canal; Peshtigo Company, North Water and North Pier; Ryerson & Morris, 71 North Canal and Beach, between Twelfth and Polk.

Halpin's Directory for 1863 adds to the foregoing list the following names of dealers who appear in this year for the first time:

Ballard, Addison & Co., 146 Market; Bigelow Bros., corner Eighteenth and Lumber; Breed & Hay, West Twelfth, between Beach and river; Carter, Artemas, 15-17 Wells, basement; Cone & O'Brien, Fourteenth and Clark; Crawford, William, Chicago Avenue bridge; Donson, Alfred, Carroll, corner Canal; Farr, James, Jr., Beach, near Polk; Goss & Phillips, Clark and Twelfth; Howard & Chase, West Charles, south of Van Buren bridge; Learned, S. J., Charles, northwest corner Van Buren bridge; Lord, James F. & Co., Lumber, near Canal; Mears & Bates (formerly C. Mears & Co.); Meglade, Arthur, 520 Clark; Miller, Leopold, (formerly Miller & Leibenstein); Ryerson & Morris, 71 North Canal; Underwood, J. M., 176 South Canal; White & Trowbridge, Lumber, near West Twelfth; Wilcox, S. N., Franklin, between Taylor and Harrison; Will & Co., Taylor and Market; Wood, Lawrence & Cornwell, Taylor and Sherman.

"The omissions from the previous year are numerous, indicating the withdrawal of

* Hardwood.

some and the formation of new connections by others, while in several instances the omissions would seem to be the fault of the canvassers, as the firms omitted are known to have continued in business to a much later date. The list of omissions is as follows:

Avery, W. H.; Brewster, Oscar; Bruce, Queal & Scott; Foster, Thomas; Furness, E. L. & Co.; Fyfe, W. C.; Gagne, A. A. & Co.; Gardner, H. C.; Granger, John; Green & Holden; N. A. Haven; Hawley, C. A.; Herbert, Charles; Hoyt, David; McCaffery, John; Mansfield, B. W.; Mason, Richard; Newell, T. & Co.; Phillips, John; Pillsbury, Benjamin; Potter, George W.; Simms, Thomas; Throop & Learned; Trowbridge, Alvah; Truesdell, Gideon; Walker, Leonidas B.; Washburne & Walker; Wheeler, Uriah H.

Under the caption "Hardwood" are named Holbrook & Co., H. N. Holden., Miller & Leibenstein., Sutherland & Granger, and Wallace & Holmes., while the "Manufacturers'" list adds the names of Elkins & Merrill; Ferry & Son; Gardner, John D.; Underwood, J. M.; Wilcox, S. N., and Bailey & Hair's Directory for 1866 gives the following list of dealers not noted in Halpin's Directory of the preceding year:

Adams, C. J. & Co., Canal, corner Adams; Baldwin & Porter, North Pier; Bailey & Queal, 360 Wells; Barton & Jones, Twelfth and Lumber; Batcheller, Webster & Co.; 176 Canal, (cars loaded in yard); Beach & Williams, Lumber and Twelfth; Becker's, Vrowman, estate, 460 North Water; Beidler, J. & Bro., Taylor & Beach; Blanchard & Borland, 242 South Water; Bradley, N. B. & Co., Clark and C. B. & Q. crossing; Breed, Charles G., Twelfth, near bridge; Burdick & Parker, P. & F. W. R. R. bridge; Chase, David F., south of Van Buren bridge; Cowles, William, Canal and Lake; Dalton, James & Bro., Lumber, near Eighteenth; Davis & Mason, Lumber and Twelfth; Edwards, Park & Co., 775 Canal; Foster, Thomas W., Twelfth and Empire slip; Fyfe & Sawyer, 242 South Water; Gagne, Ambrose, Chicago Avenue bridge; Gardiner, Davis & Co., Eighteenth Street bridge; Garrick, John, 342 South Water; Gill, B. G., Maxwell and Fort Wayne crossing; Groves, Dennison F., Canal and West Washington; Harvey, T. W., Beach, corner Polk; Hayward, A. D., (broker) 180 South Water; Holmes & Co., Grove, near Eighteenth; Hyde, Zenas F., Lumber and Canal; Irish & Fuller, 242 South Water; Kirby, Carpenter & Co.; Kingsbury & Carroll; Law & Spaulding, 250 South Water; Marsh & Foss, Canal and Van Buren; Mason, Richard & Son, 146 Market; Mears, Charles, Grove and Seventeenth; Mears, Bates & Co., Kinzie Street bridge and Beach Street, near Polk; Mills & Cook, Lumber and Canal; Morris, James H., 12 Canal; Morton, George C., 242 South Water; Munn & Scott, 110 North Water; Newell, T. & Son, Franklin, between Tyler & Harrison; Noble, John T. & Co., North Canal and Carroll; Pomeroy & Co., Canal and Eighteenth; Ritchie, R., Roberts., Ryerson, Martin, Canal and Fulton; Starrett, David A., Lumber and Canal; Stouffer, Henry I., Clark and Fourteenth; Truesdell, Gideon, 242 South Water; Wallace, J. S. & Co., (broker) 2 and 4 Michigan Avenue; Wells & Spaulding, Lumber and Twelfth; Wetherell, Jenkins & Co., Lumber and Canal; Witbeck, John H., 97 Canal; White, Trowbridge & Co., Lumber, near Twelfth; Wood & Lawrence, Taylor and Sherman.



John May

Under the caption "Hardwoods" but one name appears, that of Henry C. Colgate, broker, 10 Clark Street. The growth of the city is shown in the fact that Bailey & Hare's Directory for 1865-66 embraces 867 pages, that of the previous year 612 pages, while that for 1866-67 contains 994 pages, besides a business classification of 159 pages, or a total of 1,153 pages. From the latter we make the following additions to and changes in the ranks of the lumber dealers as compared with the previous year:

Anderson, B. L. & Co., Fisk between Twenty-second and Lumber; Bateson' Alexander, corner Archer and Bonfield; Becker & Hipple, 460 North Water; Breed & Hancock, 51 West Twelfth; Brewster & Fraser, 242 South Water; Bridges, Lyman, Masonic Temple, 85 Dearborn; Browns & Sherwood, 242 South Water; Burt, W. R., Grove foot of Seventeenth; Calkins & Stone, Grove near Archer; Canfield & Cole, 80 North Canal; Cone, H. B. & Sons (formerly Cone & O'Brien), 242 South Water; Cutler, Dwight, 350 Wells; Deming, Charles & Co., 242 South Water; Eldred, D. M., Twelfth Street bridge; Goss, Phillips & Co., Clark and Twelfth; Hall & Winch, 528-536 Clark; Hannah, Francis A., 199 Lake; Harless, Lanchester & Bishop, Grove foot Twenty-second; Harris Bros., Lumber and Twelfth; *H. N. Holden & Bro.; Holt & Balcom, Lumber and Twelfth; Houghton Bros. & Benton, Beach and Sebor; Ideson & Freese, 242 South Water; Johnson, A. B., Kingsbury foot of Ontario; Johnson, James L., Grove and Nineteenth; Leonard, James, Canal and Adams; Loomis, John Mason, 242 South Water; Ludington, James, 242 South Water; Ludington & Wells, 242 South Water; McDonald, E. & Co., Lumber and Maxwell; McMullen & Officer (formerly McMullen, Funk & Co.), Lake and Jefferson; Mears, C. & Co. (formerly C. Mears), corner St. Clair and Michigan, and Grove foot Seventeenth, also Kinzie Street bridge; Meglade, Arthur, 242 South Water; Meglade, William, 242 South Water; Merrill, Barzillia & Co., Lumber near Twelfth; Minard, Ira, Canal and Lumber; Morton & Chase, 242 South Water, also Halsted Street bridge; Newaygo Company, Taylor and Sherman; Newell, Beaumont & Co., Franklin and Van Buren; Pearson, J. H. & Co. (formerly Pearson & Avery), Ellsworth near Polk; Pearson & Wright, 540 Clark; Queal, Robert F. (formerly Queal & Scott); Roberts, Calkins & Hull, 756 Clark; Russell, A., 18 Franklin; Slade, Jonathan, 96 Kingsbury.

The period from the beginning of the war of the Rebellion to the disastrous panic which overtook the country in 1873 was devoid of special features. Trade vacillated from year to year, or rather from spring to fall, according as money was more or less plentiful, and according as the winters afforded a larger or smaller crop of logs. The abnormal demands of the years immediately succeeding the war led to the construction of railroad lines into hitherto unknown regions. The West from the lakes to the Pacific was gridironed with iron tracks. These roads consumed immense quantities of lumber other than in railroad ties, and other lines of road were projected into the forests of the timber States to facilitate the work of the logger. Upon these lines of road saw mills were planted even before the rails were laid. As a result, each year has seen an abnormal and overabundant supply thrust upon the Chicago market to the detriment of the profits, no less of the manufacturer than of the wholesaler and

jobber. It is not necessary to go into the details of the historic fires which on October 8 and 9, 1871, destroyed so vast a section of the city. Fortunately, we are called to record comparatively small losses to the lumbermen on that memorable occasion, and it is questionable if we might not speak of it as a boon to them rather than as a loss. There were but few lumber yards in the track of the conflagration, while several manufacturing establishments were swept out of existence. Among the lumber yards destroyed were those of Jillett & King, located on Harrison and Fifth Avenue; Mears, Bates & Co., Beach and Polk Street; H. N. Holden, (hardwood) corner Jackson and Market; John Sheriffs & Son, 200 South Canal; Marsh, Chapin & Foss, corner Canal and Van Buren; Peshtigo Company, on the North Pier; Street & Chatfield, Roberts Street between Huron and Superior; Davis & Mason, 236 South Water Street; Addison Ballard, Market and Monroe Streets, and Foss Brothers, at Van Buren and Canal. Of the manufacturers of sash doors and blinds and planing mills, Peterson, Springer & Co., Bremer corner Elm; D. Goodwillie, Kingsbury corner of Ontario; J. Bartelme & Sons, 143-5 Larrabee; Jenck & Meyer, 343 Sedgwick; P. C. Campbell, 404 North Wells; James Farson & Son, 8-10 Market; T. H. & A. L. Brown, 208 East Van Buren; T. J. Roelle & Son, 351 South Canal. The loss of lumber aggregated in the neighborhood of 45,000,000 feet. At the same time that the conflagration was raging at Chicago the forests of Michigan, and as well those of Wisconsin, were suffering from forest fires to an extent which led many to believe that the sources of supply had been wiped out, and that Chicago could no longer look to either of the States named for what lumber would be required for her future trade.

At a meeting of lumbermen to consider existing conditions, the statement was made upon what was for a long time considered reliable authority, that such was the case. So strong was this impression, that Congress was appealed to and an act was passed admitting Canadian lumber to Chicago free of duty for the next two years. This act was not availed of to any extent, however, and we are unable to discover that a single cargo was sent to this port from the Canadian mills in consequence. That the ravages of the forest fires was extreme, is shown in the complete wiping out of several saw mill towns both in Wisconsin and Michigan, while happily, although vast extents of forest were burned over, necessitating its immediate conversion into saw logs to save it from the ravages of the worms, the ultimate extent of damage proved far less than had been feared and indeed, trifling in comparison, the ruined towns and mills being at once rebuilt.

In the case of the lumbermen, recuperation from their losses was rapid, and it is stated as a fact that before the first anniversary of the fire had rolled around, their losses were fully made good. A strenuous endeavor was at once put forth to secure all the lumber possible that fall, and the receipts of the following year were nearly 150,000,000 feet in excess of any previous year, reaching in the aggregate 1,183,600,000 feet. The panic of the next year put a temporary damper on the lumber trade in com-

mon with all other branches of business, and while the receipts continued practically as great in volume from year to year, it was not until 1879 that the dealers felt encouraged to believe that the sun of prosperity was again dawning upon them.

The succeeding years were fairly prosperous ones in the lumber trade, leading on to the great prosperity which has in later years prevailed. In the meantime the trade which for so long had been confined to the use of the forest products of only the States of Michigan and Wisconsin, with some hardwoods from Indiana and Ohio, and poplar, black walnut and oak from Tennessee and Kentucky, began to reach out and obtain the products of every portion of the land. It was not until 1884 that Southern pine began to get a foothold in the Chicago market, although small stocks of flooring had been kept by a few of the hardwood yards, yet not to an extent entitling that timber to be named as a staple of the market. In that year, however, Frederick W. Norwood and J. S. Butterfield, forming the firm of Norwood & Butterfield which later became a corporation, opened a yard for the exclusive sale of Southern pine lumber and timber, and although meeting with but indifferent success for a year or two persevered and soon had competition in a rapidly growing business, which in 1892 reached to the extent of nearly 100,000,000 feet. During the same year the California Red Wood Company of Humboldt, Cal., appointed Everitt S. Hotchkiss their agent at Chicago for the introduction of California redwood lumber and shingles, of which about 100,000 feet of the former and 500,000 of the latter were sold before the company met with embarrassment and its shipments ceased, when Hooper & Co., of Humboldt, essayed to build up a trade, but with indifferent success, although several dealers in pine and hardwood kept small stocks on hand. About 1885 the firm of Ruddock & Seymour introduced the cypress of the South, which has constantly grown in favor and is looked upon as one of the standard articles of the lumber yard.

With the decadence of the forests of Michigan, hemlock, which had hitherto been wholly neglected, became a common article of trade, increasing each year in volume and taking a well-deserved position in the building world. With the extension of a large number of railroad lines into the forests of Wisconsin, an increasing proportion of the lumber trade of Chicago has its inception in the interior of that State, and less dependence is placed upon the mills on the lake shore of Michigan and Wisconsin. About 1887-88 James Fraser, a commission dealer, inaugurated a trade in the fir of the Pacific Coast, obtaining his supplies of long timber, including bridge timber and car sills, from Oregon and Washington, and this, with the introduction of the red cedar shingles of the coast, has proved the beginning of a considerable trade which bids fair to develop, in the ratio of a wise reduction in rates of freight from the western coast, but in the case of shingles has already attained large proportions.

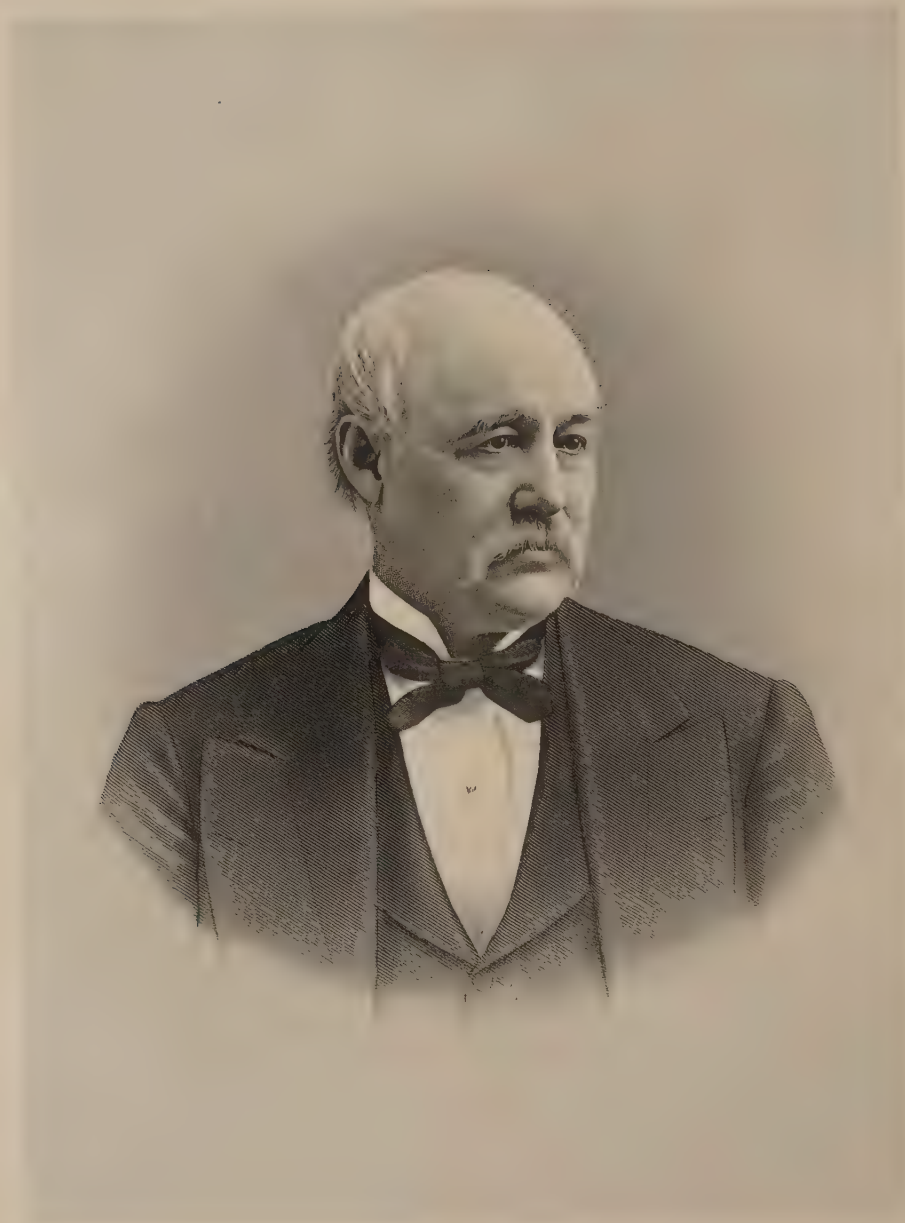
At present and for many years past the Chicago market has developed an increasingly cosmopolitan character as regards her sources of supply. From the line

of the lakes comes the pine, cedar, hemlock, oak, ash, beech, maple and other hardwoods of Michigan, Wisconsin and Minnesota, and we might add Canada, although the receipts from the province, even when after the fire of 1871 the tariff laws were suspended for a time, have never proved an alarming factor in the competitive race. By rail the North and the Northeast bring the same varieties from the interior of Michigan and of Wisconsin, while the lines to the Northwest, West and South bring the black walnut, poplar, oak, ash, hickory and yellow pine of the coterie of States ranging from Iowa on the north to Florida, Texas and Mexico on the south, while the fir of Oregon and Washington and the redwood of California find resting place in the yards beside the white and yellow cedar of the lake country and the red cedar of the Pacific Coast. No market on the face of the globe can compare with Chicago in the varieties and extent of her timber supply.

LUMBERMAN'S BOARD OF TRADE AND LUMBERMAN'S EXCHANGE.

It has erroneously been asserted that a chartered institution known as the "Lumberman's Board of Trade" existed before 1869, but from what has already been stated it is certain that the only association prior to that date was organized under the law of 1849, which conveyed but slight privileges. As members of the Chicago Board of Trade after its general incorporation in 1850, the lumbermen had a committee of their own number to look after the interests of the trade. When in 1859 the Chicago Board of Trade obtained a special charter, the lumbermen decided to associate under the general law, and maintained their organization to a greater or less extent for the next ten years, but neither record nor legend credits the organization with any great amount of benefit to the trade.

No records are to be found and none are believed to exist, of any action either as a committee of the Board of Trade, nor yet of the Lumberman's Board of Trade from its organization in 1859, to the incorporation of the Lumberman's Exchange in 1869. That an organization was kept alive although in a dormant condition, is satisfactorily evidenced by circumstances, in the election in 1859 of Robert H. Foss as president; Eli Bates, vice-president, and Nathaniel A. Haven, secretary, and their reelection in 1860, after which neither history nor legend point to any work accomplished by the organization until after the war. In 1866 an effort was made to revive the association, and Artemas Carter was elected president, George C. Morton, vice-president, and John Garrick, secretary, and the same parties were reelected in 1867. For 1868 Jesse Spalding was elected president, George C. Morton, vice-president, and William L. Southworth, secretary. In 1869 by special act of the Legislature the Lumberman's Exchange was incorporated and Thomas M. Avery was elected president, W. D. Houghteling, vice-president, and W. L. Southworth, secretary. For 1870 and 1871 W. D. Houghteling was president, and Mr. Southworth secretary, an office he continued to hold until 1875. No vice-president seems to have been required in



Nelson Furlington

1870-71, but Augustus G. Van Schaick became treasurer, and continued to hold the office until 1886, except for the years 1874, when John J. Borland was elected and the subsequent years 1881-82, which were filled by John McLaren.

The records up to this time are extremely meager, amounting to scarcely more than legend, except as regards the act of incorporation, which, being a part of the organic law of the State, is, of course, available, and is as follows:

“CHARTER.

“AN ACT TO INCORPORATE THE LUMBERMAN’S EXCHANGE OF CHICAGO.

Approved March 31st, 1869.

“SECTION 1. *Be it enacted by the people of the State of Illinois, represented in General Assembly:* That Freeland B. Gardner, Martin Ryerson, Eli Bates, Nelson Ludington, Harrison Ludington, Augustus A. Carpenter, Jesse Spalding, George R. Roberts and Thomas H. Beebe, and their associates, be, and the same are hereby created a body politic and corporate, under the name and style of the “LUMBERMAN’S EXCHANGE OF CHICAGO,” and by that name may sue and be sued, implead and be impleaded, receive, acquire and hold property and effects, real and personal, by gift, devise or purchase, and dispose of the same by sale and conveyance, or by lease, or otherwise; may have a common seal, and may alter the same at pleasure; and shall possess and enjoy all the powers, privileges and immunities incident to corporations for the purposes herein mentioned and contemplated. *Provided*, that the corporation hereby created shall not, at any one time, hold real estate, the value of which shall exceed one hundred thousand dollars.

“SEC. 2. The affairs of said corporation shall be managed and conducted by a board of not less than five, nor more than thirteen directors, who shall be elected annually, and continue in office until others are chosen in their place; a majority of whom shall constitute a quorum for the transaction of business. The officers of said corporation shall consist of a president, vice-president, secretary and treasurer. The president and vice-president shall be elected annually by, and selected from, said board of directors, and the said board of directors may appoint the secretary and treasurer, and require of the latter such bond and sureties as may be prescribed by the by-laws of said corporation; and the said corporation may appoint such other officers, agents and servants as the directors may deem necessary for carrying into effect and accomplishing the objects and purposes of this act, not inconsistent with the laws of this State.

“SEC. 3. The said corporation is hereby authorized to establish such rules, regulations and by-laws for the management and conduct of its business and offices; and of its officers, agents, servants and members, as they may think proper, and for the time and manner of holding elections, filling vacancies, and appointment of agents, servants and employes. *Provided, always*, that they be in conformity to the laws of this State.

“SEC. 4. Said corporation shall have the right to prescribe the rules, regulations, terms and conditions under and upon which members may be received into and expelled from said corporation, and may revise and alter the same from time to time as they may think proper.

"SEC. 5. Said corporation shall have power to appoint inspectors, as many as they shall see fit, to examine, measure and inspect lumber, timber, shingles, wood, and every other article of traffic commonly dealt in by the members of said corporation, or any of them, or by persons engaged in what is commonly understood to be the lumber business, and to prescribe the rules and fix the grades by which such inspectors shall be governed in the discharge of their duties; and the certificate of such inspector as to the quality, quantity or character of such article thus inspected, and their mark thereon, shall be evidence between buyer and seller of the grade, quantity, quality or character of the same, shall be binding upon the members of said corporation, or others interested, who shall obtain, require or assent to the employment of said inspector. Nothing herein contained, however, shall compel the employment by any one of any such inspector.

"SEC. 6. Said corporation may impose fines upon any of the members thereof, and collect the same, for breach of its rules, regulations or by-laws, but no fine shall exceed \$25, and such fines, when incurred, may be collected by action of debt before any justice of the peace in the city of Chicago, in the name of the corporation.

"SEC. 7. Said corporation is hereby authorized to constitute and appoint committees of reference and arbitrations, and committees of appeals, who shall be governed by such rules and regulations as may be prescribed in the rules, regulations or by-laws, for the settlement of such matters of difference as may be voluntarily submitted for arbitration by members of said corporation or by other persons not members thereof. The acting chairman of either of said committees, when sitting as arbitrators, may administer oaths to the parties and witnesses, and issue subpoenas and attachments, compelling the attendance of witnesses, the same as justices of the peace and in like manner directed to any constable to execute.

"SEC. 8. When any submission shall have been made in writing and a final award shall have been rendered (and no appeal taken within the time fixed by the rules or by-laws of said corporation relating thereto), then, on filing such award and submission with the clerk of the Circuit Court an execution may issue upon such award as if it were a judgment rendered in the Circuit Court, and such award shall thenceforth have the force and effect of such a judgment and shall be entered upon the judgment docket of said court.

"SEC. 9. For the purpose of organizing the corporation hereby created, the corporators herein named, or a majority of them, are hereby authorized and directed to call a meeting of the members of the "Lumberman's Association," so called, now existing in said city of Chicago, to be held in said city at such time and place as they may think proper, for the purpose of fixing upon the number of directors and electing the same, and for the transaction of such other business as may be necessary to perfect such organization, of the time and place of holding which said meeting notice shall be given for ten successive days next preceding the time of holding the same, in one of the daily newspapers published in the said city of Chicago.

"SEC. 10. This act shall take effect and be in force from and after its passage.

"T. CORWIN, *Speaker of the House of Representatives.*

"J. DOUGHERTY, *Speaker of the Senate.*

"Approved March 31, 1869.

"JOHN M. PALMER, *Governor.*"

"UNITED STATES OF AMERICA, }
STATE OF ILLINOIS. } ss.

OFFICE OF SECRETARY.

"I, Edward Rummel, Secretary of State of Illinois, do hereby certify that the foregoing is a true copy of an act to incorporate the Lumberman's Exchange of Chicago, approved March 31, 1869, now on file in this office.

"In witness whereof I hereto set my hand and affix the great seal of State,
[SEAL.] at the city of Springfield, this 2d day of April, 1869.

"EDWARD RUMMEL, *Secretary of State.*"

Upon receipt of the certified charter the organization adopted the following preamble and proceeded to formulate suitable by-laws for the government of the Exchange:

PREAMBLE.

"Having a desire to advance the commercial character and promote the general lumber interests of the city of Chicago and the Northwest, and wishing to inculcate just and equitable principles in trade, establish and maintain uniformity in the commercial usages of the city, acquire, preserve and disseminate valuable business information, and, with a view to avoid and adjust, as far as practicable, the controversies and misunderstandings which are apt to arise between individuals engaged in trade when they have no acknowledged rules to guide them, we, the members of the Lumberman's Exchange of Chicago, by virtue of the power vested in us by the preceding charter, do hereby agree to be governed by the following rules and by-laws."

APRIL, 1869.

These rules and by-laws it is scarcely necessary to introduce in extenso, being of the ordinary character suitable for such an organization; Article I defining the title, "The Lumberman's Exchange;" Article II treating of the board of directors and their term of office and as well providing for committees of arbitration and appeals, and for the annual election. Subsequent articles defined the duties of the various officers, terms of office, meeting of directors, rooms and docks, suspension of members, arbitrations, appeals, awards, bonds, fines, fees, contracts, memberships, visitors, vacancies, duties of committees, etc., with by-laws regulating debates, and the orderly conduct of the meetings.

That the new organization was at once permitted to drop into a condition of innocuous desuetude is not to be supposed; meetings were held and action taken for the advancement of what was thought to be the best interests of the trade, yet no records are available giving even the slightest hint of the work accomplished. It is not until after the great fire of October, 1871, which destroyed the records of the Exchange, together with hundreds of millions of dollars' worth of still more valuable property and records, that we find any further written evidence of the existence of such an organization, and in the lapse of time even the memory of the participants in such action as may have been taken fails to recall any details. The confusion into which the entire city was thrown by the great fire, and the abnormal energy which

succeeded the first feelings of gloom and dismay, may well account for a subsequent interregnum. The immense demand for lumber which was at once manifest for the rebuilding of the city, giving abundant play to every energy requisite for the obtaining and distribution of building material, will of itself be accepted as an excellent reason why each merchant was too much engrossed in his individual cares to pay much attention to legislation upon matters which were taking care of themselves in a remarkably healthy manner. When at last the time arrived when conference and unity of effort was thought desirable, enough importance was not attached to the work to make it a matter of record, and the interregnum continues until March, 1874, of which period we shall speak later.

The first available records of any association after the great fire of 1871 are the minutes of a body which was evidently not in full sympathy with the chartered organization. This body kept a record book and its proceedings are traceable. The record opens as follows, viz.:

"Pursuant to call and adjournment of previous informal meetings, a meeting of the Chicago lumbermen was held at the Grand Pacific Hotel, February 14, 1874, at 8 o'clock P. M. Malcolm McDonald acted as chairman, Charles A. Street as secretary. At a previous meeting of the lumbermen of Chicago a committee was appointed to draft a constitution and by-laws for the government of a proposed association of lumbermen. W. D. Houghteling, as chairman of that committee, reported that the committee, after a careful consideration of the subject, present the rules and by-laws which have been printed and distributed to the lumber dealers of the city. Upon motion it was ordered that the rules and section of rules be voted on separately, which being done, the following were adopted as the rules of the proposed association:

PREAMBLE.

"Chicago having become the great lumber market of the Northwest, situated midway between the pineries of the lakes and the sections which are destitute of lumber, enjoying unsurpassed facilities for transportation both by lake and railway; with this vast business employing an amount of capital second to no other branch of trade, we deem it important that an organization should be effected which should embrace this entire lumber interest; and further believing that this organization is demanded to regulate transactions, adjust differences, promote fair dealing and furnish all possible information that can benefit its members, we hereby organize an association and adopt the following rules and by-laws:"

We do not think it essential to copy the entire list of rules and by-laws, which differ but little from those of the Lumberman's Exchange, and are such as would naturally be adopted by such an organization. A few extracts, however, will not be out of place.

"Rule 1. This association shall be called the "Chicago Lumberman's Association" (on February 21st this was changed to "Chicago Lumberman's Board of Trade")



Yours Truly
S. R. Fuller

and shall be for the benefit of all lumber dealers who may become members thereof, and shall have its office and place of business at Chicago, Ill."

Rule 2 provides for a president, a vice-president and seven directors, a committee of arbitration and a committee of appeals.

We assume that Rule 13 expressed the real cause which rendered a different organization from the chartered Exchange desirable; it is as follows, viz:

"Rule 13. The benefits of this association, as herein contemplated, shall be granted to all its members in every respect alike."

The rules then go on to make necessary provision, prescribing the duties of the different officers, also of the directors and of the committees of arbitration and appeals, of the method of obtaining membership and of withdrawal, making the membership fee \$15 and the annual dues \$10, and giving the directors power to make an assessment for any amount needful to defray the legitimate expenses.

As soon as the constitution and by-laws were adopted, an election of the first officers was in order, and a ballot resulted in the choice of A. C. Calkins for president and Charles M. Charnley for vice-president. Eleven directors were also elected, viz: Alexander Officer, R. F. Queal, M. McDonald, C. A. Street, A. R. Gray, W. D. Houghteling, A. G. Van Schaick, B. L. Anderson, A. A. Carpenter, J. B. Goodman and G. C. Benton. After a vote of thanks to the proprietor of the Grand Pacific, the meeting adjourned to meet at the call of the president. The record is signed by Charles A. Street, secretary. The board of directors met February 16 at the office of the Kirby Carpenter Company, 244 South Water Street, President Calkins presiding. C. A. Street was chosen secretary and held that position at the daily gatherings of the succeeding month and until a permanent and paid secretary was elected. At this meeting Messrs. Street, Charnley and Goodman were appointed a committee to obtain suitable blank books and stationery for the use of the association, and Messrs. Houghteling and Charnley were appointed to secure suitable rooms for a permanent home, and Messrs. M. McDonald, C. A. Street, E. Rietz, B. G. Gill and C. C. Thompson were appointed a "commercial" committee, and the question of a revision of the lien laws of the State was referred to them.

At the meeting February 20 the committee on rooms reported that they had secured the store No. 258 South Water Street, with its basement, for the rental of \$800 per year, with a fair prospect of subletting the basement at \$300 per year, also that they had supplied the room with necessary furniture and that it was ready for occupancy. At this meeting W. D. Houghteling and C. M. Charnley were appointed a committee on rules and by-laws, and to Messrs. Calkins and Van Schaick was delegated the duty of securing a permanent secretary. An inspection committee consisting of M. McDonald, James McMullen, James C. Brooks, G. C. Benton and J. H. Swan was also appointed.

On February 21 an arbitration committee consisting of A. P. Kelley, J. A. B. Waldo, J. F. Noble, E. A. Lord and W. Bushnell, and a committee on appeals consisting of J. Beidler, E. W. Brooks, T. M. Avery, R. P. Dennison and E. Crepin were chosen. At this meeting, on motion, the word "Association" was stricken from the title, and the designation "Lumberman's Board of Trade" substituted, and a full set of by-laws adopted.

At a meeting February 26 the committee on lien laws reported a necessity for their revision, and recommended that the association join with other interested parties in hiring an attorney to draw up a satisfactory law, but this was voted down and the committee asked to perfect a law and report it to the directors. The meeting authorized a subscription to the Chicago *Daily Times, Tribune, Inter Ocean*, the *North-western Lumberman*, *Menominee Herald*, and papers published at Muskegon, Saginaw and Menominee, Mich.; Albany, N. Y., and the St. Louis *Republican*. At the meeting of February 28 it is noted that "misapprehension exists as to the objects and scope of this Board of Trade," and it was

"*Resolved*, That it is not the policy of the Lumberman's Board of Trade to exclude from its membership any reputable and responsible firm or person engaged in the manufacture, purchase or sale of lumber, subject only to the approval of the board of directors, as provided in the rules."

Messrs. Street and Thompson were instructed to join the representatives of the brick and other interests in going to Springfield, the Legislature being in session, and to secure if possible the passage of a revised lien law. The labors of this committee appear to have been successful, and the law then passed remained unchanged until a subsequent revision in 1891, in the passage of which the lumbermen were much interested.

March 6 the committee recommended that a chief inspector and three deputies be appointed, and on motion they were instructed to prepare a set of rules for the inspection of lumber, and a general meeting of the trade was ordered to discuss the subject.

At a meeting of the board of directors March 13 George E. Stockbridge was elected secretary with a salary of \$1,200 per annum. Mr. Stockbridge was the first salaried secretary in the employ of the lumbermen as a body. At this meeting the committee on commercial relations recommended the trial of a plan outlined by them for keeping a record of the financial standing and responsibility of dealers throughout the West who are dependent upon Chicago for their supplies of lumber. The report was accepted and the committee requested to appoint a "rating committee" to consist of three of their number.

The committee on inspection reported a conference with a committee of the Lumberman's Exchange, and submitted rules for the government of the inspectors and defining the grades of lumber. Section I provides for:

"a. The appointment of one chief and four deputy inspectors.

"b. The maximum charges for the inspection of lumber shall be for straight measure, 15 cents per thousand; for inspecting and marking in two qualities, 20 cents per thousand; for inspecting and marking three or four qualities, 25 cents per thousand; for inspecting and marking five or more qualities, 30 cents per thousand."

The balance of the report, consisting of fifteen sections, describes the different grades of lumber, lath and shingles, and the duties of the inspector.

These rules were discussed section by section at this and the next meeting, and as adopted became the rules which have since governed the Chicago market, being with slight modifications the same rules that were adopted in 1858. At a subsequent meeting the action regarding the appointment of a chief inspector and three deputies was reconsidered, and provision made for the appointment of a chief inspector at a salary of \$3,500 per year, and an assistant chief whose salary was at a subsequent meeting fixed at \$200 per month for a period of eight months. Peter Fish was elected chief inspector and John Cortis assistant chief. March 23 the city was divided into four inspection districts, and a recommendation that fifty inspectors and measurers, and twenty-five tally boys be appointed, was approved and salaries fixed at \$100 per month for the best inspectors, \$90 per month for the best measurers, and \$30 per month for tally boys, and the fees were changed to 12 cents for measuring and tallying two kinds, 14 cents for three kinds, 16 cents for four kinds, 18 cents for five kinds, dimension and piece stuff to be charged according to the time occupied in doing the work. For inspecting shingles (three to be drawn from each quarter thousand bunch, and each bunch to be branded by the inspector) 3 cents; counting shingles 3 cents per thousand; counting lath 3 cents; counting posts \$2.50 per thousand pieces; inspection and counting \$3; counting, measuring and inspecting \$5 per thousand. Stringent resolutions, forbidding any member of the inspection department from taking any gratuity, or being directly or indirectly interested in buying or selling for himself or others, were adopted.

The policy of the Board of Trade at this time does not seem to have been the result of a fixed study of conditions and requirements, for each succeeding daily meeting seems to have been devoted to undoing the work of the former meetings, as daily experience developed necessity for change and amendment, and on March 25 the action fixing the salary of deputy inspectors at \$200 per month was reconsidered, and on motion an amendment adopted to insert the words "not to exceed \$2,500 per annum," and William J. Frawley was elected first deputy at a salary of \$2,500, and William McCallum, William Oppenhagen and George Gilbert were appointed second, third and fourth deputies at a salary of \$2,000 each per year.

At this meeting the rates of inspection for car load lots were fixed at \$3 for one car and \$2 for each additional car at the same place on the same day, and \$3 per car for hardwood. A book-keeper was ordered to be employed for the inspection depart-

ment under bonds of \$5,000 and the treasurer ordered to give bonds in the sum of \$20,000. Another change in the inspection rates was made on March 27, the charge for two kinds being advanced to 16 cents; inspecting and marking, 20 cents; three and four qualities to 30 cents; counting shingles was reduced to 2 cents; counting posts from \$2.50 to \$2 per thousand pieces for split posts. On March 30 a visitor's registry book was ordered and a resolution adopted confining the use of the room to the membership. On April 6 the secretary was instructed to send the following circular to all dealers in lumber in Illinois, Ohio and Indiana:

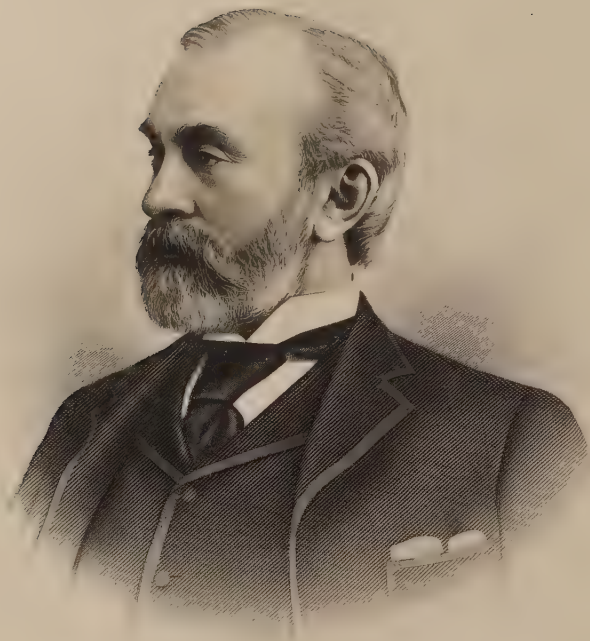
"*Dear Sir:* The dealers of this city have formed an association known as the Chicago Lumberman's Board of Trade, with rooms located at 258 South Water Street, for the general promotion and advancement of the interests of lumbermen here and elsewhere. In furtherance of this they have invited dealers and manufacturers throughout the Northwest to unite with them, and would be glad to have you become a member of the Board of Trade. Among the measures adopted are a revision of the rules of inspection, to which we invite your attention and ask your coöperation, and a change in the general method of measuring and inspection, by which the labor and the character of the labor employed comes under the supervision of competent men employed by the Board, the price of which has been reduced to sixteen cents for straight measure, and for inspection a corresponding reduction, it being the design to reduce this important branch to a correct system and charge prime cost.

A. C. Calkins, president; Charles M. Charnley, vice-president; A. G. Van Schaick, treasurer; George E. Stockbridge, secretary. Directors—A. C. Calkins, C. M. Charnley, C. A. Street, A. G. Van Schaick, Alexander Officer, James C. Brooks, M. McDonald, A. R. Gray, George C. Benton, A. A. Carpenter, T. W. Harvey, J. B. Goodman, W. D. Houghteling."

The railroads were at this meeting requested to fix their lumber tariffs on the basis of weights rather than by carloads or the thousand feet.

The *Northwestern Lumberman* had recently been established in this city, and in order to do as much missionary work as possible, made application for permission to obtain the statistics gathered by the secretary, but that was going a little too far and the record shows that the permission was refused by a unanimous vote. The trade had not been educated to give its secrets to the public. At this meeting it was decided to place seventeen desks in the room of the association, and rent them to members at the rate of \$50 per year. The question of inspection rates cropped out at almost every meeting, and on May 11 the rate for measuring and tallying one kind was advanced to 18 cents, three kinds to 20 cents, four kinds to 22 cents, five kinds to 24 cents. Inspecting and marking was advanced to 30 cents for two qualities, 35 cents for three or four qualities, and 40 cents for five or more qualities.

About this time there appears to have arisen some disagreements regarding the inspection department, and two prominent members of the association tendered their resignations of membership, and a committee was appointed to ascertain the trouble and endeavor to secure harmony.



J. G. Hanschuck

At the meeting June 29 a communication is noted from the Lumberman's Exchange, and a committee of five was appointed to confer with a committee of the Exchange relative to entering into an agreement whereby the sellers of lumber by cargo should bind themselves to patronize only the inspection department of the "Board of Trade," and in July a circular was sent to country dealers and others purchasing lumber in this market by the cargo, asking them to sustain the inspection department of the Board of Trade by refusing to purchase under an unofficial inspection. At a meeting August 3 the secretary was instructed to correspond with manufacturers throughout the Northwest relative to the practicability of holding a national convention of lumbermen before the logging season commenced.

That the inspection scheme did not work to the full satisfaction of the trade is evidenced by the following circular, which on September 19 was approved by the directors and ordered sent to each member of the city organization:

On July 6 was forwarded you, by a committee of this Board of Trade, a circular calling your attention to the absolute necessity of giving to same *all* of your measuring and inspecting, in order that the large obligation assumed by the association might be met without a resort to an assessment of its members. Since that time many of them have given cargoes to inspectors outside the board, while with the present light receipts of lumber on this market, the monetary receipts of the Board will be inadequate to meet the winter expenses. For the last three weeks the receipts of the inspection department have not met its outlay, and failure on the part of members to give during the balance of the season all their measuring and inspecting to this Board of Trade will certainly necessitate an assessment of its members to meet winter expenses.

By order of the directors.

GEORGE E. STOCKBRIDGE, *Secretary.*

At a meeting of the Board of Directors October 5, 1874, the secretary was instructed, in view of an apparent prospect of an overstock of logs for the next year, to gather reliable figures of lumber, shingles, lath, pickets and posts on hand in the yards of the city on October 1, and to correspond with all producing points tributary to this market and all points tributary to the Mississippi River, and on October 19 he sent out the following report:

The number of yards in the city of Chicago October 1, 1874, is 110, of which four are estimated, and the returns from the balance being from actual measurements, are as follows, viz:

Lumber and timber.	Shingles.	Pickets.	Lath.	Cedar posts.
358,432,582.....	49,248,000.....	1,703,028.....	40,985,958.....	230,598.....

This is the first detailed inventory of stock on hand for any month except January, when the annual inventory was taken, and of which the earliest available are those for 1871, while the list is complete from that year. The figures were apparently not reassuring and a circular was prepared and widely distributed, urging manufacturers to

conservatism in their logging operations of the winter. It must not be forgotten that but one short year had elapsed since the failure of Jay Cooke & Co., of Philadelphia, had proved the preliminary step leading to the worst panic which the country had ever experienced, and building operations were practically at a standstill. Lumber was selling at a minimum of profit and in many cases without profit. In the circular referred to we find the following paragraph:

"The average annual receipts of pine lumber at the port of Chicago for three years past exceeds 1,000,000,000 feet, and of this vast amount more than half is received and paid for when landed, by lumber dealers who own no saw mills. In other words, the yard interest pays annually in cash on delivery here, to mill owners who have no docks in Chicago, the large sum of \$6,000,000 for lumber, and an additional sum of \$2,000,000 for shingles, lath and other products. The mills that saw lumber for the Lumber Exchange cargo market, for sale afloat, depend wholly on yard dealers to furnish money to operate their mills in summer and repay advances received from commission firms during winter. The course pursued by these mill owners during the present season of 1874, would, in almost any other branch of business, have brought ruin to the parties who furnished their working capital, and owing to their large manufacture, has caused a declining market during the entire season, and an average depreciation of ten per cent in the value of stocks in pile."

After stating that an amount exceeding 900,000,000 feet, consigned to the Chicago market in 1875, must have the effect of causing yard prices to decline to a point below the lowest prices of 1874, and cause the withdrawal of one-half the dealers, while leading to the establishment of a credit system which had hitherto been avoided, the circular closes with the following statement:

"For the following good reasons all prudent mill owners will reduce rather than increase their business, until the surplus lumber now in market is disposed of.

"First. That during the season of 1874 no profit has been realized, and from excessive manufacture the markets of the country are now largely overstocked, with no prospect of a permanent advance in prices.

"Second. That the inauguration of sales of cargoes on credit by manufacturers, during 1875 will, in event of excessive manufacture, soon become the custom of the market.

"Third. That a further shrinkage in the value of lumber will cause the withdrawal of large amounts of capital now furnished by yard dealers, a class that pay for and distribute more than half the product of the saw mills.

"Fourth. That all concede that a large amount of lumber forced on the market in 1875 must cause a lower range of prices, and a reduction, either great or small, will place the lumber business of the country on a better foundation."

As a commentary on the effect of this circular, in restricting production, it may be pointed out that the receipts of 1875 exceeded those of 1874 by about 57,000,000 feet. Those of the following year, however, fell short 118,000,000 feet.

In December it became apparent that the inspection department had not covered

its expenses, and an assessment was proposed to make up the deficiency. It was finally decided to collect the needful amount by voluntary subscription, the deficit amounting to \$2,700.

An inventory of stock on hand was ordered to be taken January 1, 1875, and the secretary reported as follows, viz.:

Pine lumber and timber.	Hewed timber.	Shingles.	Pickets.	Lath.	Posts.
344,109,373	142,902	81,019	2,499,880	39,551,850	81,019

This, as compared with the stock on hand January 1, 1874, was an increase of but 16,231,631 feet, as against increased receipts for the year of 69,416,516 feet, and as compared with the October inventory it showed a decrease of 14,323,209 feet of lumber, and an increase of 31,771,000 shingles; and at the meeting of January 18, 1875, we find an apprehension expressed that the circular issued in November may have a greater effect in the curtailment of the log crop than was desirable, and a fear is manifest that in place of too large a supply during the coming season, there may not be enough to supply the demand, and in February a second circular was issued, which was intended to counteract the effects of the first.

The annual election took place according to adjournment on February 15, 1875, when A. C. Calkins was reëlected to the presidency, and A. A. Carpenter was elected vice-president, and a board of directors comprising Malcolm McDonald, O. D. Wetherell, W. E. Strong, John McLaren, C. A. Street, C. C. Thompson, B. L. Anderson, Alexander Officer, George C. Benton, A. G. Van Schaick and Thaddeus Dean. As a committee of arbitration—A. P. Kelley, John Sheriffs, R. P. Derickson, James McMullen and Charles M. Charnley. Committee of appeals—W. D. Houghteling, A. A. Bigelow, A. R. Gray, T. W. Harvey and Jacob Beidler.

At an adjourned session of this annual meeting a motion prevailed to canvass the trade for the purpose of ascertaining the loyalty of the membership, and the desire for a continuance of the inspection system, which had evidently not met with the success and support which had been anticipated, and a motion for its discontinuance for the coming year was referred to the board of directors for investigation and recommendation. At this meeting also a motion prevailed that an effort be made to consolidate with the Lumberman's Exchange, and Messrs. Carpenter, Dean and Van Schaick were appointed a committee to investigate and report.

As a result of this action on March 9 the committee presented the following proposition from the Lumberman's Exchange, as the conditions upon which amalgamation would be considered desirable:

"First. The adoption by the consolidated associations, of the present laws of the State of Michigan, so far as the same defines the grades and qualities of lumber, but with the understanding that no by-law shall be adopted requiring members to place their cargoes under inspection by grades, except from choice.

"Second. That inasmuch as the present surplus in the treasury of the Exchange

was raised by assessment on cargoes sold on the market the previous season as a special fund to pay for docks, this fund shall be kept for that particular purpose, and all further expense that may be incurred for sales docks shall be paid by assessments on cargoes offered for sale on the market.

"Signed, W. L. SOUTHWORTH, *Secretary*."

This proposition appears to have been received with favor, for the next notation of the minutes is the simple statement:

"And a motion prevailed that the details of the union be referred to the president and board of directors, and that A. C. Calkins should be the first president of the consolidated association."

It is unfortunate that the records of the Board of Trade, nor yet of the Lumberman's Exchange, should not give any further particulars of the debate or other action leading up to so important an end, but neither of the secretaries appear to have thought that any interest would be taken in the matter beyond that felt by the immediate participants, and it being a matter with which they were already familiar, a simple reference to the fact was all that was requisite, but of this we shall speak elsewhere.

The record speaks of meetings March 1, 8, 15 and 16 to deal with an offending inspector, but nothing further appears regarding consolidation, and the records close abruptly with the meeting of the latter date. The roll of membership of the Lumberman's Board of Trade at this time, as shown by the records, was as follows:

The Kirby-Carpenter Company, by A. A. Carpenter, president; McMullen & Officer; Oconto Company, by G. Farnsworth, president; H. P. Murphy; Bushnell, Walworth & Reed; The B. L. Anderson Company, by B. L. Anderson; Elkins & Cook; Lowell & Dalton; Kelley, Wood & Co.; Holbrook & Co.; Hempstead & Beebe; Porter & Co.; Shoemaker & Howell; J. A. B. Waldo; G. C. Benton; Grusendorf & Mueller; M. B. Hull; Ketcham, Stephens & Co.; B. G. Gill & Co.; Ford River Lumber Company; Mendsen & Winter; Hair & Odiorne; Batcheller & Slaight; Charles Rietz & Bros.; Calkins & Fisher; Noble & Little; Ludington, Wells & Van Schaick; Mears, Bates & Co.; O. D. Wetherell; Barton & Jones; Hatch, Holbrook & Co.; Davis & Murray; Adams & Lord; Frederick Edler; Thompson, Henry & Co.; H. F. Getchel & Sons; N. Ludington Company; Robert F. Queal & Co.; Curtis & Skinner; T. M. Avery & Son; Simpson, Ruddock & Co.; McArthur, Smith & Co.; J. P. Merrill; Hannah, Lay & Co.; J. Beidler Bros. Lumber Company, W. F. Beidler, secretary; H. J. Denickman & Sons; Dean Bros.; Charnley, Bros. & Co.; Street & Chatfield; M. McDonald & John Roe; A. R. Gray & Co.; Sylvester Wheelock; Loveland & Spencer; Avery, Murphy & Co.; Chase & Pate; The Peshtigo Company, by W. E. Strong, president; White, Swan & Co.; North Branch Lumber Company; Martin, Ryerson & Co.; Waldo, Waters & Co.; Gifford, Ruddock & Co.; John Mason Loomis, & Co.; R. K. Bickford & Co.; Fitzsimons & Connell; Bigelow Bros.; Plowdon Stevens; T. W. Harvey, by A. J. Cross; Ferry & Bro., by N. H. Merrill; John D. Gardener & Co.; Bush & Hill; S. K. Martin.



A. A. Carpenter

While the lumber dealers were trying to regulate the inspectors, the latter were not idle, and in April, 1868, they organized "The Lumber Inspectors and Measurers' Union," and after many conferences and much labor, presented and adopted, in June of that year, a constitution and by-laws, which answered the purposes of the organization until revised in 1873. The preamble of the association says:

"WHEREAS, In all well-regulated societies certain laws or rules are adopted as necessary for the order thereof. We, the members of the Lumber Inspectors and Measurers' Protective Union of Chicago, do, for the purpose of furthering the object for which we are united, agree to support the following for our code of laws."

The constitution provides for the usual officers of the association and prescribes the manner of their election and their duties. Article II (2) on membership was as follows:

"SECTION 1. No person shall be admitted to membership who is not a competent measurer of lumber, and who has not passed the board appointed by the Lumber Association of Chicago to examine inspectors and measurers, and had his name put on the list as a competent inspector or measurer of lumber in the Chicago market. He shall pay an initiation fee of not less than \$1 and not more than \$5."

Section 2 provides for the proposal of the name at a regular meeting by a member in good standing, the proposal to be in writing, and to state the residence of the applicant, and how long he has been in the lumber business, and the application shall be referred to the executive committee for investigation and report upon the character and fitness of the candidate, and they shall report at the next regular meeting.

"SEC. 3. Balloting shall be by ball ballots, and more than one-third black ballots shall reject the candidate, who cannot again be proposed before the expiration of three months."

Section 5 provides that an unfavorable ballot cannot be reconsidered, but a new ballot may be ordered at any time previous to the admission of a candidate who has received a favorable ballot. Section 1 of Article 3 provides that any member on becoming a "boss" inspector shall be considered an honorary member.

Article 10, Sections 1—2, provide for the punishment of any member for improper conduct, intoxication at a meeting or at the market, or while employed to measure or inspect on dock or cargo, or in going to or from such work, or appearing so on the cargo, and the testimony, verbal or written, of a lumber dealer, broker, boss inspector or member, shall be received in evidence.

Section 3 forbids members working on cargoes with men not belonging to the union, or for any boss inspector who employs non-union men, or for any boss who refuses to pay union men for the time they are employed, or for any other boss inspector while there are any day men on the market, and Section 4 forbids members from working for less wages than the rate established by the union, viz.: Measurers,

\$5 per day according to schedule adopted July, 1872; inspectors, \$5 or more per day; measurers, per week not less than \$22; inspectors, not less than \$24, subject to change at any time it may seem best to the union.

The first officers were Patrick Reynolds, president; J. O'Donnell, vice-president; J. M. Douglas, secretary; John Frundt, assistant secretary; M. Naughton, treasurer. The executive committee consisted of Edwin M. Brosnau, P. H. Gilmartin, John Frundt, Timothy Gorman, John Kelley and John Schroeder, and the arbitration committee of Mark Dooner, P. Bernard and John Frundt.

This association is still in existence, and with little or no change in its rules has reëlected the same officers as far as was practicable from year to year. The association has never been aggressive in its operations, but has in its silent influence frequently nullified the efforts of the dealers to enforce the authority of their associations, and thus compelled the abandonment of measures which did not meet the approval of the inspectors, and has as well been potent to deter the addition to the inspection corps of the city of a larger number of measurers than was found desirable, in order to secure remunerative employment to the members of the union. Few associations of this character have wielded a more powerful influence in a quiet way for the accomplishment of its purposes, at all times seemingly conforming to the demands of the Lumberman's Exchange and taking its licenses, but succeeding at all times in thwarting any effort to introduce non-union measurers and inspectors into the market, to come into competition with its own membership.

THE LUMBERMAN'S EXCHANGE.

The Lumberman's Exchange of Chicago has held a preëminent place among representative associations in connection with the commercial industries of the nation, standing second to the great Chicago Board of Trade, whose operations are now confined to other than the products of the forest, but the acknowledged head of all the many organizations scattered all over the land, incited by the usefulness and success of this the parent organization in the interest of those who deal exclusively in the products of the forest. Of the operations of the Lumberman's Exchange of Chicago, no records are to be found subsequent to the obtaining of the charter in 1869, until a stray sheet is accidentally discovered upon which is the annual report of Secretary W. L. Southworth, of the operations of the association for the fiscal year ending March 2, 1874. The records of the Exchange previous to the fire of 1871 were destroyed in that conflagration, and it may well be assumed that for the succeeding year or two the lumbermen were too busy to take much interest in statistics, or to take a very active part in the promulgation of rules and regulations for the government of a business which was taking care of itself in a remarkably healthy manner; yet there was an annual meeting held in 1872, at which Anthony G. Van Schaick was elected president; William Blanchard, vice-president, and W. L. Southworth, who was the unsalaried

secretary from before the incorporation in 1869, and continued from year to year, was elected again, and as well during the succeeding years, until the amalgamation in 1875, when the old war horse was laid aside and a stranger put into his harness. But if associations like republics are ungrateful and unceremoniously thrust aside old and faithful servants, the memory of Mr. Southworth's unselfish services to the craft will always be of perpetual remembrance so long as this record shall exist. The report of Secretary Southworth for the year 1873, the fiscal year ending March 2, 1874, gives an index of what was done by the Exchange during the period of which we fail to find a record.

"TO THE PRESIDENT AND BOARD OF DIRECTORS,

Gentlemen: Since the last annual meeting but little of importance to the trade at large has been transacted. At the regular meeting of the board held March 10, 1873, a resolution was passed directing that no commodities other than lumber, lath and shingles should be exposed for sale on the lumber market. During the season several cargoes of cedar posts were put on the market for sale by William Ripley in opposition to this rule, which was well known to him, and in which he determined to test the power of this body to regulate and control the dock frontage of the lumber market. Seven suits were entered in Justice court against the owners of the vessels carrying the goods stated, in each of which we were successful in obtaining judgments to the amount of \$5 per hour while the vessel was at our docks. Five of these cases were appealed to the Circuit Court, one was settled by mutual agreement without penalty, and one was settled on payment of \$25 in lieu of judgment for \$50.

"At the same meeting it was determined by the board of directors that the inspection of lumber on this market should be the same substantially in grades as that now in use in the yards of this city, and a large number of inspectors were examined and instructed by the inspection committee in the qualities as agreed upon and displayed in the yard of Mears, Bates & Co., on North Kinzie Street. A classification of grades was agreed upon to be established and 1,000 copies printed for distribution. At the same meeting the death of E. M. Doubleday was announced and suitable resolutions were presented and adopted and copies furnished the daily papers and an engrossed copy sent to the widow of the deceased.

"An account of the lumber, etc., on hand and for sale in the yards of this city January, 1, 1874, was taken in the usual manner of previous years, showing as follows:

Lumber.	Shingles.	Lath.	Pickets.	Posts.
328,517,000	29,542,000	28,830,000	1,582,000	79,000

"There has been received since report of March 3, 1873, a total of \$4,668.62; for memberships, \$320; sales lumber market, \$4,208.62; wintering vessels, \$115; Anderson account of judgment, \$25. Paid to John J. Borland, treasurer, \$4,668.62. There remains uncollected \$125. Respectfully,

"W. L. SOUTHWORTH, *Secretary.*"

It does not appear that much was accomplished by the Exchange from year to year beyond the election of officers and thus keeping up the semblance of an organization, unless it be in the endeavor to prevent the use of the docks controlled by it

being prostituted to the sale of cedar posts, and of that they evidently grew tired as they saw the absurdity of excluding any legitimate product of the forest which was handled by the trade. No records are to be found, either previous to the fire of 1871 nor subsequently, until the report given above, and yet the closing statement of this report that the inventory was taken in the same manner as in other years confirms the belief that annual reports of stock on hand January 1 were secured for several years prior to this one. Subsequent to the revival of the Lumberman's Board of Trade and the employment of a salaried secretary, the effort to obtain statistics of stocks on hand was systematized and was approximately successful, and during the following year it was resolved to obtain these statistics monthly.

Of the details of the consolidation of the Lumberman's Board of Trade and the Lumberman's Exchange our information is extremely meager. The annual election of the Exchange March 2, 1874 (the first of which we find details), resulted in the election of William Blanchard as president; S. A. Irish, vice-president; J. J. Borland, treasurer; W. L. Southworth secretary. The board of directors consisted of A. G. Van Schaick, W. H. Bush, John McLaren, Artemas Carter, R. K. Bickford, S. A. Irish, William Blanchard, Charles Deming, W. B. Phillips, George R. Roberts, H. H. Getty, A. A. Carpenter and C. B. White. The committee of arbitration consisted of Malcolm McDonald, E. K. Hubbard, A. A. Carpenter and A. G. Van Schaick. The committee of appeals—E. E. Crepin, W. D. Houghteling, J. H. Swan, A. Carter and John J. Borland. Committee on finance—J. McLaren, A. G. Van Schaick, W. B. Phillips. Inspection committee—R. K. Bickford, W. H. Bush, William Blanchard, George R. Roberts and C. B. White.

As before stated the records of the Board of Trade end abruptly and without any statement of detail concerning the amalgamation. The records of the Exchange are fully as abrupt so far as any particulars are concerned—no record is to be found which gives the terms of union, or any hint that the Exchange existed prior to April 5, 1875 (except as embraced in the annual report of Secretary Southworth as shown above, and which was found in the shape of a sheet of legal cap partially destroyed, the fragment being pasted upon the cover of what was evidently the first formal record book of the Exchange). The first entry in the Exchange books states: "An adjourned meeting of the board of directors of the Lumberman's Exchange of Chicago was held April 5, 1875. President Calkins in the chair" (this would indicate that the expressed opinion of the members of the Board of Trade heretofore referred to, had been adopted and the election of Mr. Blanchard vacated, and Mr. Calkins recognized as the first president of the consolidated bodies. *Ed.*). The record proceeds as follows:

"Present: Messrs. Calkins, Irish, McLaren, Getty, McDonald, Blanchard, Street, Strong, Dean and Officer.

"The minutes of meeting of March 29 were read and approved, the minutes of the general meeting of April 3 were also read and approved.



William Blanchard

"Mr. McDonald, of the committee on plan of inspection, stated that they were not as yet prepared to make any report as nothing definite had been done.

"On motion of Mr. Carpenter a committee of five was appointed to canvass among the lumber dealers of the city, for the purpose of obtaining a definite knowledge as to membership and to solicit their joining the association. The chair appointed Messrs. Getty, Carpenter, Street, Officer and McDonald, and on motion, Mr. Dean was added. The meeting then adjourned until Saturday, April 10 at 3 o'clock P. M.

"W. L. SOUTHWORTH, *Secretary*."

From the above record we ascertain that by some unrecorded action on the part of both bodies, a certain number had been designated from each body to form a new board of directors for the United Association. "President" Calkins was in the chair evidently in accordance with the resolution adopted by the Board of Trade at its annual meeting February 15. Of the directors, Messrs. McDonald, Street, Dean, Strong and Officer will be recognized as among those elected by the Board of Trade at its annual meeting, and it is to be inferred that Messrs. Blanchard (who is known to have been president of the Exchange in 1874), Irish, Getty and McLaren had been selected from the Exchange membership to form the new directorate, together with Messrs. George C. Cook and C. C. Thompson, whose names appear in the attendance at the subsequent meetings of the board of directors. There was also an understanding that the yard dealers should predominate in the directorate. It is interesting also to note that the efforts of the Board of Trade to control the inspectors had not proved eminently successful, as the subject is the first formal business to engage the attention of the new board of directors. It is also interesting to note that while Mr. Stockbridge signs the minutes, it is as the substitute of Mr. Southworth, whose claim to the office is indicated by the designation "pro tem." Evidently both gentlemen were on the ragged edge of expectancy, awaiting the formal action which would decide between them. The next meeting was held April 10, and the principal business transacted was the consideration of a resolution offered by Mr. McDonald:

"Resolved, That inspectors and measurers be required to undergo examination as to their competency, and if accepted shall pay a license fee of \$25 and give bonds in the sum of \$1,000."

Which resolution was laid on the table. A canvass of the membership at this time showed a total of sixty-eight firms and individuals as entitled to the privileges of the organization.

The following is the complete list, as declared at this meeting to constitute the membership for the year 1875 and until March 7, 1876:

Calkins & Fisher; Chase & Pate; J. Beidler Bro. Lumber Company; Irish, Bullen & Co.; Eggleston, Hazleton & Co.; Pond & Soper; Kirby-Carpenter Company; Henry Barker & Co.; Burdick, Mead & Co.; J. M. Loomis & Co.; T. W. Harvey; Bigelow Bros.; M. Ryerson & Co.; Avery, Murphy & Co.; The H. Witbeck Company;

Street & Chatfield; S. K. Martin; The B. L. Anderson Company; H. F. Getchell & Sons; C. Mears & Co.; McMullen & Officer; C. C. Thompson & Co.; Dean Bros.; The Peshtigo Company; Roberts & Hull; Oconto Company; Menominee River Lumber Company; Geo. T. Cook (agent Wm. Peters); McDonald & Roe; Thompson Bros. & Lowe; Simpson, Ruddock & Co.; The Ludington, Wells & Van Schaick Company; Page & Church; Hatch, Holbrook & Co.; Ferry & Bro.; E. Mendsen & Co.; Adams & Lord; Walkup & Merrill; E. B. Rice; Lowell & Dalton; C. S. Gardner & Co.; Chapin & Foss; Hartman & Graham; Bushnell, Walworth & Reed; McArthur, Smith & Co.; Charles Reitz & Bro.; A. R. Gray & Co.; Palmer, Fuller & Co.; William Ruger; O. D. Wetherell & Co.; Sylvester Wheelock; Wm. M. Woodruff; Hempstead & Beebe; Shoemaker & Howell; Mears, Bates & Co.; Blanchard, Borland & Co.; Kelly, Woods & Co.; White & Swan; Hannah, Lay & Co.; John Sheriffs & Co.; Ketcham, Stephens & Co.; T. Wilce & Co.; The South Branch Lumber Company; E. Eldred & Co.; Barton & Jones; Hair & Odiorne; The Hamilton-Merryman Company.

At the same meeting at which the above list was approved, Messrs. Blanchard, Thompson, Carpenter, McDonald and Officer were appointed an inspection committee. The salary of the secretary was discussed and fixed at \$1,200 per annum, and in the election which followed, George E. Stockbridge received six votes, and W. L. Southworth four votes, and Mr. Stockbridge was declared elected to the secretaryship, and was subsequently reelected in 1876-77-78, holding the office for four consecutive years.

Under Mr. Stockbridge a system of monthly reports of stock on hand was inaugurated, open only to the examination of members, and the secretary was instructed to procure daily reports of the receipts of lumber, shingles and other forest products arriving by lake or rail, and this was continued from year to year until 1887, when the record was discontinued as to daily collections, but is still kept up as to weekly, monthly and yearly statistics. The lease of the premises occupied by the now defunct Board of Trade, at 258 South Water Street, was renewed, and a sub-lease of the basement authorized to the Inspectors' Union, at a rental of \$300 per year, which gave the association the ground floor at \$500 per year.

The new organization assumed all the obligations of the old ones. On May 10 a resolution was offered by A. A. Carpenter, that "The good of the trade requires that sellers of lumber record their sales on the sales record book of the Exchange, and they are requested to do so, and where they fail to do it buyers are requested so to do." It does not appear what was done with the resolution, but from the well-known reticence of the dealers to let such matters be known, it is safe to say that it was not adopted, and if adopted that the record book has not yet been provided.

A quorum was not obtained at the regular meeting of May 17, but on May 24, with a bare quorum present, Mr. McDonald offered the following resolution, which we may assume would not have been made a matter of record but for its adoption, the record itself being silent as to its fate:

"Resolved, That this Exchange, recognizing the value and importance to the lumbermen of the statistics and general information furnished by the Northwestern Lumberman, and recognizing it as the leading journal of the kind in the country, does cordially commend the same to its members and to members of the trade at large, as in every way worthy of general patronage and support."

This was a wide departure from the doctrine generally held by the trade previous to this time, that secrecy was an essential to success, and that the less a man knew of the competitive powers of his neighbor, the more prosperous and successful was he likely to become. The era of intelligence is by this resolution recognized, and it is comprehended that a knowledge of surrounding conditions is the best possible road to business success.

The interest of the directors in the work of the Exchange seems at this point to have failed, probably through the rush of trade which at this time favored them, and we find against the record of June, July, August, and each succeeding month until the annual meeting of March 6, 1876, the significant entry "no meeting," with the exception of a special meeting June 12, to take action expressive of their regret at the decease of Mr. George R. Roberts, of the firm of Roberts & Hull.

Perhaps the apathy was more apparent than real, and, as was the case in subsequent years, the feeling that in Secretary Stockbridge's hand the association would do as well as though his work was constantly being interfered with by the directors, may have been potent to produce that sense of security which is never prejudicial to any organization.

At the annual meeting, March, 1876, a board of directors was elected, and it was decided to inaugurate a system of "commercial credit" ratings, to protect in a measure the members from irresponsible dealers and contractors. At the subsequent meeting of the directors Thaddeus Dean was elected president and A. A. Carpenter vice-president, and in accordance with the action of the annual meeting, C. A. Street, M. McDonald, O. D. Wetherell, C. R. Barton and Alexander Officer were appointed a committee to suggest a plan for obtaining and recording commercial ratings. It is sufficient to say that after a fair trial of the scheme which these gentlemen recommended it was decided that it was not feasible for the Chicago dealers to maintain such a record within the bounds of reasonable expense, and the scheme lapsed into disuse.

The endeavor to control the inspectors met with hardly better success, and on April 3 it was ordered that all disputes in the matter of inspection should be referred to the committee of arbitration, and the Inspectors' Association submitted a proposition placing \$500 in the hands of the treasurer of the Exchange, in trust, as a guarantee of faithful performance of their obligations as inspectors in connection with the agreement to settle disputes in this manner.

A sort of summer adjournment now occurred, with no meetings of the directors

from May 1 until November 13, when a deficiency was found in the income of the Exchange to the extent of \$586 and a collection was authorized to meet the deficiency, but no further meetings were held until February 19, 1877, when a special meeting of the directors was held and among other business a committee was appointed

"To conceive and report some plan by which the Exchange could exercise control over the measuring and inspecting of lumber in this market."

The committee so appointed reported to the annual meeting on March 5, with a plan which has remained in vogue substantially as then adopted until the present time. Their recommendation was as follows:

"That the committee on inspection examine any applicant desiring to be a measurer or inspector of lumber sold by the cargo in this market, as to his ability, integrity and general character, and upon the recommendation of the said committee, the board may appoint such applicant as a measurer or inspector of lumber sold by cargo in this market."

For this year Malcom McDonald was elected president, and Stanton A. Irish, vice-president. John McLaren, W. H. Bullen and R. K. Bickford were appointed a dock committee. This committee was empowered to lease the dock frontage, or so much of it as they might think desirable and necessary, between the Wells Street bridge and the Lake Street bridge, on the south side of the river, to the use of which all vessels arriving with lumber consigned to commission dealers should be entitled, each consignee at the end of the season to report the gross amount of his receipts, upon which the expense incurred by the committee should be imposed pro rata. A resolution was also adopted forbidding any inspector or measurer holding a certificate from the Exchange from being a buyer or seller by cargo or car lot, directly or indirectly.

At a meeting March 19 it was decided to change quarters, and a lease was authorized for the basement at number 238 South Water Street, at a rental of \$150 per year. This basement was subsequently retained until 1881, with an increased rental from year to year, until \$300 per annum being demanded, it was thought to be a good time to secure better quarters.

The appointment of inspectors and measurers absorbed the business of the several following meetings, until on May 12 a special meeting was called to testify the esteem of the lumbermen for their comrade and first president, Artemas Carter, who died May 10, 1877, and whose funeral was attended by the lumbermen in a body, a resolution prevailing that all offices be closed during the hour of the funeral.

No further meetings are recorded during 1877 until December 20, when the death of Mr. Henry F. Getchel led to a special meeting of the trade, to take suitable action to testify their esteem and regret.

On January 23, 1878, the secretary reported a deficiency in the resources amount-



Thad Dean

ing to \$480, and a motion prevailed to raise that amount by an assessment of 75 cents per million feet of the sales of the preceding year by the members of the Exchange. The yards were divided into seven classes, embracing sales of five, ten, fifteen, twenty, twenty-five, thirty and thirty-five million feet, and the secretary was instructed to send bills to the representatives of each class.

At the annual meeting of March 4, 1878, a committee was appointed to circulate a petition asking Congress to repeal existing bankrupt laws. The election of president at the directors' meeting of March 7 was not as harmonious as on previous occasions, it requiring five ballots to elect Thaddeus Dean president, his most formidable competitor being Malcolm McDonald, the retiring president. John McLaren was chosen vice-president; A. G. Van Schaick treasurer, and George E. Stockbridge secretary. The rules governing inspectors and measurers were continued for another year; the treasurer was requested to give a bond in the sum of \$5,000, and the secretary in the sum of \$1,000, while his salary, which for the previous three years had been \$1,200, was cut down to \$1,000. This was from no dissatisfaction with the secretary, but on account of the limited income of the association. That ever-present menace of many years, trouble with the inspectors, again becoming manifest from a refusal on the part of some of the journeymen to work upon cargoes in company with "boss" inspectors, a resolution was adopted directing that such refusal should subject the offender to a revocation of his license certificate.

At a meeting June 1 a communication was received from the recently organized "North Western Association of Retail Lumber Dealers," asking a committee of conference upon points on which the two bodies were at variance, and a general meeting of the trade was ordered for June 3 to consider the matter and to meet the North Western Association of Retail Dealers on the next day.

The North Western Retail Dealers' Association was formed from retailers of lumber throughout the Northwest to resist and, if needs be, to retaliate upon wholesale dealers who sold lumber direct to consumers, in towns where there was a retailer to supply the wants of the community, the argument being that the retailer having invested his means and devoted his time to establishing a business, was entitled to the local trade of his neighborhood free from the competition of the wholesaler, who should content himself with the trade of the yard dealer. The retaliatory policy included the blacklisting of the wholesaler so offending, each member of the Retailers Association agreeing to withhold his trade from such wholesaler, who yet might compromise his offense by the payment of \$1 per thousand on the amount of his shipment, to the retailer whose territory he had invaded. Of the proceedings of the conference, or of the meeting June 3 no record was made, but at the meeting June 10 after discussion: "On motion, Messrs. A. McArthur and A. A. Carpenter were elected as this Exchange's representatives in the joint arbitration committee of this Exchange and the National Association of Lumber Dealers."

But two meetings of the board of directors appear to have been held from June 10 until December 15, when the following resolution appears upon the minutes:

"Resolved, That it is the sense of this board of directors that while we are willing to support under its present rules and penalties the constitution and by-laws of the North Western Association of Lumber Dealers, we are not willing to protect such members of that association who buy at wholesale on this cargo market, and it is the sense of this board that the committee to be appointed shall be instructed to propose this amendment and urge its adoption."

Messrs. Carpenter, McArthur and Thompson were appointed a committee to meet a similar committee from the Dealers' Association for conference on this and kindred subjects of mutual interest.

On the 2d of January, 1879, Secretary Stockbridge tendered his resignation, which was accepted, and resolutions of confidence and thanks were adopted, certifying his ability and faithful service, and on January 6, 1879, Mr. A. H. Hitchcock was elected to fill the unexpired term of Mr. Stockbridge.

The annual meeting was held March 3, 1879, and the board of directors at that time elected, held its first meeting on the 10th, when Mr. Dean was reelected president, Mr. McLaren vice-president, and Mr. Hitchcock secretary. Nothing of special interest occurred during the year except that on June 9 a communication was presented from the assessor of the West Town asking access to the reports of individual dealers of stocks in yard May 1 as a guide to him in making his yearly assessment. The communication was referred to the executive committee, who decided that all reports of individual yards should at all times be kept secret, even to the extent of permitting no member to know the figures returned by any other dealer. These statistics were gathered through the medium of postal cards, each yard being assigned a number known only to the secretary and the individual dealer, so that no name appeared to indicate the identity of the party reporting. At this meeting letters were presented asking aid for cyclone sufferers at Irving, Kan., and the secretary was authorized to circulate a subscription paper among the lumbermen. As to the results the records are silent, but we may rest assured that the response was on the liberal scale, for which Chicago lumbermen have always been noted. On July 31, 1879, began a series of meetings for the performance of the first and practically only unpleasant duty which has ever devolved upon the organization, in the trial of a member for uncommercial conduct, and the charges being sustained in the hearing before the board of directors, upon the report of that body to the membership in general meeting, a decree of expulsion was adopted by a practically unanimous vote.

Until this time but little effort had been made by the lumbermen of Chicago to protect themselves from unjust charges in the matter of freight rates, and as an organization no effort had been made in this direction, but about this time the railroad companies came to feel a respect for the organization, which on September 20 resulted

in the reception of a communication from Mr. J. W. Midgely, commissioner of the reorganized Southwestern Railway Association, enclosing a copy of a resolution passed by the association, asking the Exchange to appoint an arbitrator to act in conjunction with one to be appointed by the lumbermen of the Mississippi Valley, the two to select a third, to decide between opposing factions of the railway commission in regard to the adjustment of freight rates on lumber, which should be just and equitable to all concerned. Mr. A. A. Carpenter was selected as such arbitrator on behalf of the Lumberman's Exchange.

At the annual election March 8, 1880, Anson A. Bigelow was elected president and Corwin C. Thompson vice-president. During the summer President Bigelow took a trip to Europe, having first tendered his resignation both as president and director, neither of which was accepted, leave of absence for the summer being granted upon a motion to that effect. The duties of the presidency, however, devolved upon vice-president Thompson for the balance of the fiscal year, and it is needless to say that they were well performed. At this annual meeting, also, Mr. Van Schaick was elected treasurer and Mr. Hitchcock was reëlected secretary.

The Bell Telephone Company, which in 1878 had, in order to secure a foothold among the lumbermen and merchants of the city, supplied both a public and a private line connection with the lumber district free of charge, now gave notice that they should place the Exchange on the same basis with all other users. The use of the telephone, which in 1878 was scarcely thought of, had now become a prime necessity to commercial houses, and no longer needed the example and influence of the Exchange to recommend it to public favor. The Telephone Company correctly assumed that it had become so much of a necessity to the lumbermen that they would not dispense with it at any price.

April 20 was again an occasion for expressing the sorrow of the lumbermen at the removal by death of their comrade N. W. Dean, of the firm of Dean Bros. At this meeting also a revision of the rules for the grading of shingles was adopted, and action looking to the convening of a general meeting of the trade to consider lumber values was taken.

These meetings of dealers for the consideration of lumber values and adopting a uniform price list became a prominent feature of the next six or eight years, and from being held at long intervals, were convened monthly from and after the spring of 1881. At these meetings grades were discussed, stocks on hand of each item of the price list were compared and relative values determined. A "price list" was then printed in sufficient quantities to meet the requirements of the trade, and each member supplied with his quota. It can hardly be said with truth that the lists served any useful purpose other than as a general guide to values, as each firm was believed to modify the quotations to suit the bill of lumber or the particular customer with which it was figuring.

As these meetings were not confined to the membership of the Exchange, but were participated in by dealers who were not members, a collection was taken up to defray the expense of printing the lists, and as this usually left a deficit of several dollars for the secretary to pay, it was finally determined to pay the bills from the general treasury, and look to an ultimate assessment to repay the deficit. This course was not intended to make the price list an Exchange list, although circumstances often gave color to the assertion that the term "official" referred to an endorsement on the part of the Exchange, rather than the authorized publication and promulgation of a dealers' general meeting.

On the 20th of December, 1880, Secretary Hitchcock tendered his resignation to take effect January 1, 1881, or as soon thereafter as his successor should be elected, and the resignation was accepted, but Mr. Hitchcock continued to devote a portion of his time to keeping the records and making the monthly reports until the annual meeting in March.

On the 5th of March a special meeting was held to take action upon the death of Stanton A. Irish, who was a prominent and useful member of the Exchange, and whose death was deeply deplored.

A PROSPEROUS "EXCHANGE."

The annual meeting in 1881 was held March 7, and Messrs. A. G. Van Schaick, John McLaren, S. K. Martin, R. L. Henry, Thad. Dean, B. L. Anderson, A. A. Carpenter, Phillip Auten, Thomas Walkup, B. F. Ferguson, F. A. Keep, T. H. Sheppard and C. C. Thompson were elected a board of directors. Committee on arbitration—Perley Lowe, A. R. Gray, C. B. White, J. H. Skeelee and H. W. Chase. As committee of appeals—Alexander Officer, A. T. Lay, T. W. Harvey, J. B. Thompson and J. J. Borland. At the subsequent meeting of the directors on the following Monday A. G. Van Schaick was elected president; S. K. Martin, vice-president; John McLaren, treasurer, and George W. Hotchkiss, secretary, an office to which he was reelected for the following six consecutive terms. The Exchange had now for four years occupied the basement of No. 238 South Water Street, which had been retained more on the score of economy than for its adaptability to the wants of the organization, and at this meeting a committee was appointed to secure new quarters.

At the annual meeting and also at a previous price list meeting, a sumptuous lunch was ordered by the Kirby-Carpenter Company and the B. L. Anderson Company, which proved to be the precursors of a system of banquet lunches provided by individual firms or dealers to which a general invitation was extended to all members of the craft, including such visiting lumbermen as happened to be in the city. These lunches were at first given monthly and later semi-monthly, and added greatly to the interest taken in the Exchange by the trade of the city, as was manifest in the large accessions to the membership during the next four years, doubling any previous figures and including nearly all the city lumbermen.



Amson A. Bigelow

Goodspeed Brothers, Engravers Chicago.

The committee on new quarters had so well accomplished its mission, that on the 2d of May the directors' meeting was held in a new hall on the second floor of the Hicklin building, No. 252 South Water Street, which had been fitted up expressly for the use of the Exchange, on a five-year lease at \$400 per year, the Exchange expending about \$800 in extra fittings and furniture. This room was 40x65 feet, with a private office for the use of the secretary, telephone and toilet rooms, and was fitted with racks for a large number of newspapers, including the city and trade journals. After occupying the rooms one year and allowing the plastering to thoroughly harden, the walls were appropriately finished in panels representing the various kinds of hardwood lumber, and portable tables and a sufficiency of chairs were obtained to comfortably seat 140 persons at the banquets, which it by this time became evident would be tendered by various dealers. And now for the first time in their history as an organization, the lumbermen found themselves in quarters which comported in some degree with the dignity and extent of their business.

A meeting being called for May 7 for consideration of the price list, the Ford River Lumber Company authorized Secretary Hotchkiss to order a banquet for the occasion, and at 1 o'clock P. M., 125 persons sat down to the well-filled tables, and having done justice to the excellent repast provided by the celebrated caterer Eckhardt, cigars were in order, and speeches of congratulation were supplemented by a consideration and revision of the price list.

So acceptable did this prove, that at the next meeting of the directors, a resolution was adopted establishing monthly meetings to be held on the 27th of each month for consideration of the price list, and this action was ratified at a general meeting of the trade held May 21, when the following resolution was adopted:

"Resolved, That on the 27th of each month a meeting of the yard dealers shall be called to go through the price list, making such alterations as to them shall seem wise, which list shall be in force from and after the first day of the succeeding month, and shall be the standard at which all orders shall be filled until its successor shall be promulgated. If any changes are deemed necessary prior to the 27th of each month, a meeting of the yard dealers shall be called, and its action shall be binding on all orders received after a lapse of seventy-two hours."

In this connection a resolution was adopted making it obligatory on all yard dealers to issue no list "printed, hektographed or by advertisement, at prices less than those authorized by the regular meetings," and this subsequently proved a stone of stumbling and a rock of offense of a most serious character, which threatened the life and usefulness of the organization. It was a fiction of speech that the Exchange, as such, was not the author of, nor responsible for, the monthly price list, responsibility being assigned to rest in the dealers regardless of the question of membership in the Exchange, but in assuming to make the observance of the lists obligatory on the members and dealers, and at a later day delegating to the board of directors the duty of

assembling a few hours before the general meeting of dealers, as a committee for the consideration of existing conditions, and to recommend such changes in the list as they thought to be necessary, and in assuming the payment from the treasury of the Exchange of the cost of issuing the lists, but more particularly in assuming to discipline members for issuing lists not in accord with the decision of the general meeting, the directors made the list practically "Official" in more ways than one.

An endeavor was made by the passage of a resolution at the meeting of May 9 to establish daily reports of cargo sales, but the attempt, like previous ones, proved a failure, from the refusal of the commission dealers to report their sales or of the dealers to report their purchases.

At the same meeting a committee was appointed to report upon a schedule of wages to be paid during the coming season, and another approving the establishing of an "advisory committee" from the chief inspectors, from whom should come primarily all recommendations for the licensing of journeyman inspectors. During the balance of the year and until the annual meeting in 1882, no business of importance is noted in the records, except a meeting October 13 to express the regret caused by the death of Mr. John J. Borland, of the firm of Blanchard & Borland, one of the active working members of the Exchange, which occurred the previous day.

That the Exchange had taken a new lease of life was evidenced by the large number of additions to the membership which marked the year, including between March 14, 1881, and March 21, 1882, no less than forty-two new members, viz.:

Addison Ballard; The Michigan Lumber Company; S. R. Fuller & Co.; L. E. Merrill; Chicago Cedar Post Company; R. B. Stone; Bogue-Badenoch Company; Fraser & Southworth; Sturgeon Bay Lumber Company; G. C. Benton; Marsh Bros. & Ransom; William Ripley & Sons; Getty & Blanchard (South Chicago); C. Reitz Bros. Lumber Company; Eau Clair Lumber Company (St. Louis, Mo.); S. T. Gunder-son; Fred Edler; Charnley & Lovedale; Chippewa Lumber & Boom Company (Chippewa Falls, Wis.); M. Engleman (Manistee, Mich.); Kershaw & Sons (Milwaukee); Northwestern Lumber Company (Hannibal, Mo.); A. R. Colborn & Co. (Michigan City, Ind.); S. B. Barker & Co.; Walworth & Reed; J. S. Hair & Co.; Louis Hutt; E. Washburne & Son; H. Williston & Co.; C. Tegtmeyer & Son; Chicago Lumber Company; P. G. Dodge & Co.; B. G. Gill; Hatch, Holbrook & Co.; Holden & Pendleton; Henry N. Holden; L. Miller & Co.; Boardman & Keep; Boyle, White & Co.; Holbrook & Co.; Wells & Bingham; M. C. Huyett & Co. (Detroit); Methudy & Meyer (St. Louis, Mo.).

This list comprises twenty-four pine yards, eleven hardwood yards and eight yards from outside of the city.

The year had not only developed a new interest among the dealers in pine lumber, but had led the hardwood dealers to begin to feel an interest not hitherto excited, and to see that their branch of business could be benefited by the Exchange. An effort to obtain monthly statements of stocks on hand throughout the Northwest had

brought eight outside firms into the membership to show their appreciation of the work, and the year which began with a membership of 83 closed with 126 upon the rolls. An effort to collect the statistics of the hardwood trade of the city had led to the discovery of the fact not hitherto appreciated, that its volume was fully one-sixth that of the total lumber trade of the city. To this time the trade in Southern pine had been and was restricted to an occasional car load, while considerable quantities of black walnut, cherry, oak and some other varieties of hardwood lumber was brought from Tennessee, Missouri and Arkansas, but the trade with the South had not as yet assumed the vast proportions which it was destined to realize in the succeeding years. An inquiry for a car load of yellow pine was met with the presentation of the card of some dealer in St. Louis who could probably fill the order. So late as 1885, when Secretary Hotchkiss issued the third edition of a *Lumberman's Directory of Chicago and the West and Northwest*, and by circular letter invited 500 Southern manufacturers to make use of it without cost to them, but thirty-five were found to avail themselves of the opportunity to make themselves known as manufacturers of a commodity for which they desired to seek a Northern market; but from this time forward the Southern timber began to attract attention, until in 1892 the imports of Southern pine and cypress into the Chicago market were estimated at 100,000,000 feet, and these varieties had been largely adopted as finishing woods. The Montauk block, on Monroe Street, erected in 1883, was the first large building in Chicago to be finished throughout with Southern pine, in oil finish.

At the annual meeting of March, 1882, representation upon the board of directors was accorded to both the hardwood interest and the outside membership. During the year eleven volunteer banquets were given in the hall of the Exchange, which went beyond any influence hitherto employed in making the members acquainted with each other, and to feel that community of interest which is the concomitant of confidence and good will. The jealousies which had hitherto existed, especially among the hardwood dealers and between the two branches of the lumber business, now gave way to a feeling of confidence and mutual interest, and a more intelligent system of interchange of products between the yards was established.

The deaths of Stanton A. Irish, March 3; Sextus N. Wilcox, who, although not a member of the Exchange, was highly esteemed by the fraternity, and who was drowned in Lake Superior in June; and of Eli Bates, who died June 15, had cast a gloom over the fraternity, and in each case had called for suitable expressions of regret from the lumbermen at special meetings.

On September 1, 1881, a fire had devastated a vast territory in the "thumb" of the Michigan Peninsula, in which more than one hundred lives were lost, a vast amount of forest, mill and farm property destroyed, and great suffering entailed upon thousands of victims who had lost their all. An appeal being made to the people of the United States for aid, Secretary Hotchkiss appealed to the lumbermen of the city,

and this became the nucleus of a general movement on the part of the citizens. A public meeting was called at Central Music Hall, at which Mayor Carter H. Harrison was called to preside, and was made the permanent president of an organization for making a systematic effort to raise a fund for the relief of the suffering district. Lyman J. Gage, Esq., was made treasurer, and George W. Hotchkiss secretary and manager. An appeal to the public through committees appointed for the purpose resulted in filling the rooms of the Lumberman's Exchange with an immense amount of second-hand clothing. The drapery which had evidenced the public sorrow at the death of the lamented President Garfield, and which had now served its purpose, was donated by the wagon load, and the ladies of the various churches of the city met at the Exchange rooms and made it up into bedquilts and comfortables. As the gross result of this effort, money donations to the extent of \$34,349.31 (of which the lumbermen contributed \$2,909.95) 840 quilts and comforts, and 438 packages of clothing of all kinds were forwarded to the relief of the sufferers.

In the fitting up of the Exchange rooms and in the issuance of price lists and other unavoidable expenses during the year, the treasury was depleted, and an assessment was ordered of one mill per thousand feet of the sales of the preceding year, and this was so generally responded to by members and non-members, that the sum of \$1,466.11 was realized therefrom.

The annual meeting of March 6, 1882, at which the reports of the officers embodied the general facts as above stated, was the most enthusiastic in the history of the organization, and after a vote of thanks to the retiring officers, their reports were ordered printed in pamphlet form. The banquet which preceded the business meeting was tendered by Hannah, Lay & Co., and was the thirteenth in the series since the opening of the new hall.

At the directors' meeting March 13, 1882, A. A. Carpenter was elected president; W. E. Kelley, vice-president; John McLaren, treasurer, and George W. Hotchkiss, secretary. A new departure was now inaugurated. The annual report of the secretary had shown the approximate extent of the hardwood interest to be 300,000,000 feet per year. A large number of hardwood dealers were now members of the Exchange. W. Scott Keith of the hardwood firm of Hatch & Keith, had been elected a director, and it was now proposed to introduce two innovations in the interest of the hardwood branch of the lumber trade. Hitherto there had been no formal rules for the inspection of hardwood, and no control over the inspectors or their methods of inspection. At this meeting an "advisory committee" consisting of H. N. Holden, Chauncey Keep and Philo G. Dodge was appointed to take especial charge of the general interests of this branch of the trade in the Exchange. A hardwood inspection committee consisting of W. Scott Keith, Isaac H. Holden, L. Miller, P. G. Dodge and R. A. Wells was appointed, to whom all applications for license as hardwood inspectors were to be submitted, and on whose recommendation licenses were granted or refused.



J J Borland

At this time also the designation "chief inspector" was substituted for that of "boss" inspector, and these gentlemen were declared eligible to membership, and several of them having been accepted, an "advisory" committee was formed from their number, to whom all applications for license as inspector, measurer or tally boy, should be referred, and licenses granted only upon their recommendation to the inspection committee, and approved by the board of directors. As any person, whether a practical lumber inspector or not, was eligible to the position of chief (or employing) inspector, a resolution was passed that no chief inspector should be permitted to inspect any lumber by cargo or car load, unless he also held a journeyman inspector's certificate. The first advisory inspection committee was appointed April 3, 1882, and consisted of Peter Fish, William J. Frawley, George F. Gilbert, John Cortis and M. V. Briggs, all holding chief's certificates, and all on that day admitted into the Exchange, as were William C. Ott and H. H. Meacham.

The meeting of June 6 developed the first inharmoniousness, and one which for a time threatened to disrupt the Exchange. As before mentioned the price-list meetings, while ostensibly meetings of the trade distinct from the Exchange, had yet by natural gravitation drifted into the hands of the directors, who met prior to each general price-list meeting for the purpose of recommending such changes as in their judgment were desirable.

A resolution had also been spread upon the records which virtually provided that any member issuing any other list than that regularly adopted at the price-list meetings should be considered guilty of uncommercial conduct, and might be dealt with by the Exchange.

Much dissatisfaction was frequently manifest among those who, dissenting from the decision of the majority present at the meetings, claimed the right to sell at such prices as pleased themselves and to issue lists upon their own judgment of values, amenable only to the honorable laws of competitive trade, and not thereby be guilty of uncommercial conduct. As a result of this condition on June 5 the secretary laid before the board of directors communications from R. L. Henry & Co., and the South Branch Lumber Company, in maintenance of the last-named proposition, and tendering their resignations as members of the Exchange, if in the opinion of the board the issuance of individual lists at variance with the "Official" list was to be considered improper on the part of a member. In response to these communications the secretary was instructed to reply by citing to the parties the following resolution which on motion had been adopted at a previous meeting of the board:

"Resolved, That the parties in issuing a price list quoting prices lower than those made by the Exchange, have violated a well-known rule of the Exchange, and we hereby ask them to withdraw said list, and pay a fine of \$25 in accordance with the by-laws, and we respectfully ask them for a reply to this communication by 10 o'clock, A. M., to-morrow."

In order to expedite the reply, the secretary was instructed to deliver the communications by special messenger. At a general meeting of the trade on the following day the matter was fully discussed and communications presented from each of the firms named, maintaining the position they had taken, and declining to withdraw their lists, or to pay the fine, and, on motion, their resignations were accepted by a vote of ayes, 29; nays, 20; which was indicative of the relative strength of the "Bull" and the "Bear" elements of the trade. Upon the adoption of the motion to accept the resignations, Mr. Thad Dean moved that the Exchange adjourn *sine die*, which being lost on a *viva voce* vote, a motion to adjourn prevailed, and the meeting stood adjourned.

This proved to be an unfortunate piece of business, notwithstanding that at the next meeting of the board of directors all records pertaining to the matter were ordered stricken from the minutes, and a resolution adopted to the effect that the action of the board and of the general meeting not having been taken in a legal and proper manner, the whole matter should be, and was, referred to the next meeting of the trade, with recommendation that it be reconsidered and all records regarding it be expunged. The action accepting the resignations of the two firms was reconsidered, and the resignations laid on the table. The feeling had, however, by this time become too deep seated, and the gentlemen, while recognizing the concession, presented formal requests that their resignations be accepted, and their request was reluctantly acceded to.

Contrary to many fears expressed, but four other firms asked to withdraw, and these applications being laid on the table temporarily, time, the great healer, brought about a better state of feeling, and the danger passed over for a time, but the adverse effects of the controversy were never wholly overcome, and finally led to divisions and the reorganization which will be mentioned further on.

On January 6, 1883, upon invitation of Messrs. White, Swan & Co., plates were laid for 136 guests, in a resumption of the volunteer banquets which had proved so great an influence in promoting unity and good fellowship in the past. It was on this occasion that Mr. J. H. Swan laid before the assembled lumbermen, figures and statements which had been prepared by the secretary, relative to the control of the sale of spirituous liquors in the city, based upon the effect and practical operation of the high-license laws of the State of Michigan, and the probable effect of removing the question out of the domain of politics, and a committee consisting of Messrs. J. H. Swan, A. A. Carpenter, A. G. Van Schaick and Addison Ballard was appointed to go to Springfield and present the matter to the Legislature then in session. As a result of this action on the part of the lumbermen, what was afterward known as the "Harper" Law was passed by the Legislature, making it mandatory upon all town, village or city officials to fix a license fee of not less than \$500 upon the sale of spirituous liquors within their borders. The mandatory provisions of this law had the

effect of destroying to a large extent the influence of the saloon in politics, while increasing the license revenues of the city of Chicago from about \$300,000 per year to nearly \$2,500,000 at the present time. A majority of the aldermen of this city, in considering the tax levy of the succeeding year, and influenced by a retaliatory policy on the part of the saloon men, imposed a license fee of \$100 upon lumber yards, and, that none might escape, included all brokers, which took in the non-yard element. This was the first license fee which the trade had been called upon to pay since the license imposed upon Mr. N. J. Brown in 1835.

A special meeting of the lumbermen was called January 16, 1883, to express their regret at the death of Mr. Nelson Ludington, which occurred on the day previous. Mr. Ludington was one of the elders in the ranks, and his decease was sincerely mourned, suitable floral offerings were ordered, and the funeral was attended by a large concourse of lumbermen.

At a lunch meeting tendered by Marsh, Bingham & Ransom, on February 20, the assembled lumbermen subscribed the sum of \$1,275, which was afterward increased to \$1,370, in aid of sufferers by flood in the Ohio River, and from a mine disaster at Braidwood, Ill.

The annual meeting of March 5, 1883, was an intensely interesting one. The secretary's report mentions correspondence during the year with England, Germany, Austria, Norway and Denmark upon matters wherein information was desired by parties residing in those countries, while representatives of the Panama Canal had sought the aid of the Exchange, exemplifying the extent of its fame and the influence exerted by it. The membership was reported to have reached 156 as a total, and deducting resignations and deaths, a net membership of 149. The statistics of the year showed the receipt of 2,116,341,000 feet of lumber, 954,549,000 shingles, 59,737,000 lath, 2,462,866 cedar posts, 3,644,711 railroad ties, 67,092 cords of wood, 22,160 cords of bark, 24,255 cords of slabs, and 250,867 telegraph poles, the aggregate value of which is stated at \$54,000,000. It is a good time to contrast the 15,000 to 20,000 feet which formed the first cargo in 1833, valued probably at \$150, with the report at the end of the half century. The secretary also reported that the code of rules for the inspection of hardwood lumber had met with such universal acceptance, both at home and abroad, that a demand for copies of the rules had arisen from all parts of the country.

These rules for the inspection of hardwood lumber were the result of arduous labor on the part principally of Director W. Scott Keith and the secretary. No rules for the grading of hardwoods had ever been written, so that no precedent existed. In fact it was the general opinion of the hardwood dealers that no description of grades could be written. Secretary Hotchkiss, however, having a few years previously accomplished an equally hopeless task, in the compilation of a description of the Chicago yard grading of pine lumber, felt that the varieties of hardwood were capable of description with equally good effect, and with the cordial, practical, patient and

intelligent assistance of Mr. Keith, rules were written, which, on examination and discussion by the members of that branch of trade, were certified to the board of directors as approved, and being officially approved by the board, at once obtained acceptance in all the hardwood markets of the country. That this first compilation was perfect would be too great an assumption, and the originals have since been subject to such changes as time and experience have dictated, both in this and other markets, but the printed rules for inspection of hardwood lumber originating with the Exchange at that time have been and are the base of all rules upon the subject which are in use throughout the nation. In these subsequent revisions George E. White and W. S. Smith were prominent actors, each taking a deep and intelligent interest in the endeavor to provide just and equitable rules for the inspection of hardwood lumber.

In his report of this year the secretary says:

"The membership fee of this body is the lowest demanded by any trade organization, while few if any of them command the respect, exercise the influence, or contribute as much to the general fund of statistical information, nor yet represent a more wealthy and respected membership."

The secretary also notes in addition to the charity before mentioned, that in July of the previous year \$748 in money, together with several car loads of lumber of a fully equal value, had been contributed by the lumbermen of the city in aid of the sufferers by cyclone at Grinnell, Iowa, bringing up the public charities of the membership to fully \$3,000 for the year. The new members admitted during the past year numbered twenty-six, viz.:

Cheboygan Lumber Company (Cheboygan, Mich., and Chicago); George E. White & Co. (hardwood); L. Sands & Co. (Manistee, Mich.); Inspectors, Peter Fish; George F. Gilbert; Cortis & Palmer; W. C. Ott; H. H. Meacham; W. J. Frawley; M. V. Briggs; E. & C. Jager; and Naason Young; William Spooner & Co., Chicago; O. S. Whitmore & Co., Cadillac, Mich.; D. F. Groves & Co., Richards, Hanks & Co.; S. A. Brown & Co.; J. H. Wallace (hardwood); Crandall, Cantwell & Co.; G. B. Shaw & Co.; Charles Gibson (iuspector); Michigan Cedar and Lumber Company; Cutler & White; O. G. Gibbs; Condon, Dyer & Phillips; all of Chicago; and W. D. Morton, Detroit, Mich.

For 1883 Mr. James P. Ketcham was elected president and Mr. W. E. Kelley vice-president; A. G. Van Schaick, treasurer; G. W. Hotchkiss, secretary. The question of the right of the city under its charter to impose a license fee upon lumber dealers and commission dealers, which had been referred to a special committee, was reported back March 27 with a recommendation that the lumbermen be thankful that they have escaped for so many years, and gracefully accept the inevitable, which the committee, consisting of Messrs. M. B. Hull, Thad Dean, J. C. Durgin and J. B. Thompson, esteem to be both legal, under the city charter, and within the constitutional power of the council to impose.



James P. Hetcham

In the spring of this year the inspectors who had hitherto taken out license under the rules of the Exchange refused to do so, and President Ketcham at once caused advertisements to be sent to prominent lumber points inviting inspectors to come to Chicago. This had the desired effect, and the recalcitrant inspectors at once applied for license and have since shown a readiness to comply with all proper regulations of the Exchange.

Nothing of especial interest occurred during the summer and fall of 1883; business was good and prices well maintained, with but few and slight changes in the price list from month to month. On the 26th of December a meeting was called to express the regret of the lumbermen at the death of Mr. Freeland B. Gardner which occurred on the 24th inst. In February, 1884, a deficit in the funds of the Exchange being apparent, an assessment of one mill per thousand feet on all lumber sold the year previous, was ordered by the board of directors. (This included shingles to be counted at ten thousand and lath at five thousand to the thousand feet of lumber, and twenty cents per million feet on that sold by the commission dealers.) This assessment was responded to to the extent of \$1,600.

Death again invaded the ranks and on the 22d of February a special meeting was called and appropriate action taken regarding the death of Mr. Alvah Trowbridge, a pioneer of the trade, who died at the age of eighty-three, and of Mr. Peter Wood, also aged eighty-three, both of whom had been connected with the lumber trade of the city for fully forty years. Suitable resolutions were adopted, ordered engrossed upon the minutes, and copies forwarded to the families of the deceased.

At the annual meeting in March the old officers were reelected for another year without change. The secretary's report revealed a falling off in the membership reducing the number from 149 at the last annual meeting to 129 at this time. This he accounts for partially from the effects of the price-list controversy of the previous year, which was intensified as time rolled on, leading to the withdrawal of five firms dealing in pine, six firms dealing in hardwood, and five non-resident members who had not discovered the direct and palpable benefits which they had anticipated, while eight firms had gone out of business and two inspectors had been dropped for non-payment of dues, making a loss of twenty-six, compensated in some degree by the admission of six new members, viz.:

Seymour & Sargent; Mann Bros.; Crombie & Co.; J. P. Richardson (St. Louis and Chicago); Ed. E. Ayers and Alexander Agnew.

He reports that in a recent visit to England he found that the reputation of the Chicago Lumberman's Exchange had preceded him, and that its standing among commercial bodies of that and other nations was an enviable one.

The receipts of the year 1883 were 1,897,815,000 feet of lumber, 1,185,108,000 shingles, 65,477,000 lath, 2,416,155 cedar posts, 1,714,388 railroad ties, 175,293 telegraph and telephone poles, 22,737 cords of wood, 26,413 cords of slabs, 26,065 cords

of tan bark, 9,750 logs, 316 spars and 960 pieces of piling, and these figures do not take cognizance of a vast amount of the coarser products of the forest received by rail and of which no record is available. He estimates the volume of hardwood receipts at 350,000,000 feet.

It may be proper at this point to explain to the uninitiated that the Exchange had from year to year, since 1869, leased the docks on South Water Street, between the Lake Street and the Wells Street bridges, for the use of vessels arriving with lumber seeking a purchaser. These vessels were consigned, as a rule, to the commission dealers and were moored to the dock until a purchaser was found. The rentals were paid from a pro rata assessment levied upon the consignee, who made returns on a request of the dock committee having this matter exclusively in charge. The extent of this interest is reported by the secretary as shown in the receipt of wharfage during 1883 upon 371,276,586 feet of lumber, 738,063,500 shingles, 56,465,470 pieces of lath and 21,065 cedar posts. The secretary notes at this meeting the charitable contributions of the lumbermen to public demands of suffering from Ohio and Indiana, Illinois and Wisconsin amounting to \$2,451, besides a large sum in private donations not reported.

During this year the secretary inaugurated a plan for placing the hardwood inspection of the city upon a more reliable basis. To this end a few hundred feet of each variety of hardwood lumber, comprising the stock dealt in by the hardwood merchants, was gathered in the Exchange hall and each applicant for an inspector's certificate was required to test his ability in comparison with a standard established by the committee of the Exchange, under the rules of inspection as officially adopted. The utter incompetency of several so-called inspectors, who had previously been held in good repute, was thus made manifest and they were refused license, while some who had previously gained but little repute were found to be excellent judges of the various grades and were granted full certificates, others being certified only for such varieties of lumber as the test developed their fitness to honestly determine the grade of, under the rules.

April 14, 1884, a special meeting was called to take appropriate action regarding the death of George H. Ambrose, an old and esteemed member of the craft, who died April 13, aged fifty-nine years.

The sixteenth annual meeting of the Exchange was held March 2, 1885, with the eclat attending a banquet at which 120 persons were present. The secretary presented his annual report, showing the receipts of lumber for the year 1884 to have been 1,802,727,000 feet, with 895,528,000 shingles, 73,077,000 pieces of lath, and of the coarser products of the forest by lake only, 3,087,376 cedar posts, 947,938 railroad ties, 116,024 telegraph poles, 64,825 cords of wood, 20,385 cords of tan bark, 43,532 cords of slabs, 12 spars and 517 piles. In his report the secretary gives some data which will give a clearer view of the immensity of the lumber trade of Chicago at this time:

"From this it will be seen that the trade of Chicago took about twenty-two and a half per cent of the lumber product of the Northwest for the year 1884; that the lumber sales of the Chicago yards for the past six years averaged 74.42 per cent of the yearly receipts, and that the sales of 1884 were about two per cent below the general average, the shingle sales being but one-fifth of one per cent below the general average of the past six years. Of the lumber cut of the Northwest, including Michigan, Wisconsin, Minnesota and the Mississippi River, dividing the region into three districts, viz.: the eastern, the central and the western, the first embracing Michigan and a portion of the northern peninsula, the central including the territory tributary to Chicago west to the Wisconsin River, the western including all west of the Wisconsin River, I find the following percentages of handling and trade: Total production, 7,935,033,054 feet; eastern district, 2,700,734,693 feet, or 34.3 per cent; central district, 2,700,000,000 feet, or 34.2 per cent; western district, 2,534,298,361 feet, or 31.4 per cent. The eastern district markets its product principally in the East and Southeast, the central district, with Chicago as its center, supplying the South and Southwest, largely competing with the western district for the trade of the West and Northwest. When we further consider that the production of lumber has increased in six years from a reported 4,806,943 feet in 1879 to 7,935,033,054 feet reported in 1884, the enormous drain upon our timber resources will be appreciated. In considering the importance of Chicago in handling so large a proportion of the total cut of each year, it is only necessary to bear in mind that it represents a concentration at one point of the central district, as distinguished from a multitude of operators scattered over a vast area of territory in each of the other divisions."

A table is appended to the report, showing the amount of lumber cut for several years past in Michigan, Wisconsin, Minnesota, and the line of the Mississippi River, together with stocks left over at the end of each year at the mills, and including Chicago, Milwaukee, Racine, Kenosha and Michigan City, together with the percentages of consumption and left-over stock for the six previous years:

YEAR.	Lumber cut.	Lumber left over.	Logs left over.
1879.....	4,806,943,000	2,318,823,437	.....
1880.....	5,651,295,006	2,836,954,969	1,098,250,000
1881.....	6,768,856,749	2,386,061,634	1,639,938,000
1882.....	7,552,150,744	3,122,370,946	734,648,482
1883.....	7,624,789,789	3,592,910,487	1,346,161,859
1884.....	8,070,533,054	4,275,467,513	not compiled.

By adding the left-over lumber of one year to the cut of the succeeding one, we find the following result:

YEAR.	Lumber resources.	Lumber left over.	Per cent left over.	Consumption.	Per cent consumed.
1880.....	7,965,118,443	2,836,954,437	37	5,128,164,006	63
1881.....	9,585,807,158	2,386,061,634	25	7,199,745,524	75
1882.....	9,938,212,378	3,122,370,946	31½	6,815,841,432	68½
1883.....	10,746,560,635	3,592,910,487	33½	7,153,650,148	66½
1884.....	11,663,443,541	4,275,467,513	36½	7,387,976,028	63½

The average left-over stock for the four first named years was $33\frac{3}{4}$ per cent, the average percentage of consumption for the same period being $68\frac{1}{4}$ per cent, showing a reduced consumptive average for 1884 of $4\frac{3}{4}$ per cent, and an increase to the same extent of stock left over.

The report also gives an analysis of the Chicago lumber trade for a series of years as follows:

LUMBER.

YEARS.	Receipts of Year.	Inventory Jan. 1.	Total resources of the Year.	Disposed of during Year.	Percentages. Left over. Disposed of	
1879.....	1,483,008,322	410,773,860	1,893,782,182	1,442,500,123	25 $\frac{5}{8}$	76 $\frac{1}{8}$
1880.....	1,522,431,000	451,282,059	1,973,713,059	1,475,872,386	25 $\frac{1}{4}$	74 $\frac{3}{4}$
1881.....	1,906,639,000	497,840,673	2,404,479,673	1,844,062,831	23 $\frac{3}{8}$	76 $\frac{7}{8}$
1882.....	2,116,341,000	560,416,842	2,676,757,842	1,974,543,655	26 $\frac{1}{4}$	73 $\frac{3}{4}$
1883.....	1,897,815,000	698,254,659	2,586,069,657	1,906,592,356	26 $\frac{3}{8}$	73 $\frac{1}{2}$
1884.....	1,802,727,000	679,477,301	2,482,204,301	1,789,031,939	27 $\frac{3}{10}$	72 $\frac{7}{10}$
Total	10,728,941,322	.....	14,017,006,741	.....	25 $\frac{5}{8}$	72 $\frac{7}{10}$
			General average for six years		25 $\frac{5}{8}$	72 $\frac{7}{10}$

SHINGLES.

YEARS.	Shingles received.	On hand Jan. 1.	Total resources of the Year.	Disposed of during Year.	Percentages. Left over. Sold.	
1879.....	683,574,000	200,750,500	884,324,500	694,267,500	21 $\frac{1}{2}$	78 $\frac{1}{2}$
1880.....	650,922,500	190,057,000	840,979,500	652,257,500	22 $\frac{1}{2}$	77 $\frac{3}{4}$
1881.....	866,075,000	188,722,000	1,054,797,000	793,890,506	24 $\frac{3}{4}$	75 $\frac{1}{4}$
1882.....	954,549,000	260,906,494	1,215,455,494	909,758,144	25 $\frac{1}{10}$	74 $\frac{9}{10}$
1883.....	1,185,108,000	305,697,350	1,490,805,350	1,024,227,854	31 $\frac{3}{10}$	68 $\frac{7}{10}$
1884.....	895,528,000	466,677,496	1,362,205,496	1,007,458,385	26	74
Total.....	5,235,756,500	.....	6,848,667,340	.....	25 $\frac{1}{2}$	74 $\frac{1}{2}$
			Per cent for six years		25 $\frac{1}{2}$	74 $\frac{1}{2}$

The total number of dealers in Chicago in 1885, as shown in a directory issued by the secretary, was 115 in the pine lumber branch, 32 in the hardwood branch, and 137 in the list of manufacturers, brokers and commission dealers, making a total of 284. In the membership of the Exchange there was a net loss of one, the new memberships of the year comprising Seymour Bros. & Young, Harlan, Page & Son and C. H. Bogue & Co.

At this meeting James H. Swan was elected president; Perley Lowe, vice-president; A. G. Van Schaick, treasurer, and George W. Hotchkiss was reelected secretary.

The first arrival of lumber in this year by lake was on April 20, when a steam barge arrived from Saugatuck, Mich., sailing vessels putting in an appearance on the 22d and 23d, but it was not until May 1 that anything like a fleet of vessels made its appearance.

The market opened upon a basis of \$8.50 for green small dimension sizes, dry stock ranging from \$9.25 to \$10, according to size and length. Cedar shingles which from about 1875 had been an increasing quantity, until they rivaled pine in the extent of their manufacture, sold at the opening at \$1.75 to \$1.85 per thousand, by the cargo.



Given Truly
James H. Swan

The seventeenth annual meeting of the Exchange occurred March 9, 1886, resulting in the election of Perley Lowe as president, John McLaren as vice-president, A. G. Van Schaick as treasurer and George W. Hotchkiss was again reelected secretary.

The secretary reported the receipts of 1885 at a total of 1,744,699,000 feet of lumber (a decrease of 57,694,000 feet from the receipts of the preceding year), shingles 770,727,000 (a decrease of 124,801,000 from the receipts of 1884). Of the coarser products he enumerates 64,650,000 lath, 62,139 cords of wood, 21,006 cords of bark, 3,187,501 cedar posts, 1,690,861 railroad ties, and 68,181 telegraph poles and oak piles, the figures representing lake receipts only. For the first time the secretary calls attention to the volume of city trade, asserting that of the 1,702,291,642 feet of lumber disposed of during the year, basing the shipments upon an average weight of 2,400 pounds per thousand feet, their volume aggregated 896,044,493 feet, leaving the city consumption at 806,257,149 feet. As the city ordinances forbid the use of shingles within the fire limits of the city, he estimates the city consumption to be but 20,000,000 and the shipments of the year to have been 640,000,000. He finds the production of lumber in the Northwest to have been 7,030,991,779 feet, to which, adding the left-over stock of 1884, 4,275,467,513 feet, he finds that of a total of resources of 11,306,459,292 feet, there was 70 $\frac{1}{10}$ per cent, or 7,981,353,602 feet consumed or disposed of and 29 $\frac{4}{10}$ per cent, or 3,325,105,690 feet left over for the trade of the following year. These statistical figures are well calculated to give a correct idea of the immensity of the lumber trade, not only in Chicago but throughout the Northwest. As a statistician of some repute, the secretary reiterates his heretofore repeatedly expressed opinion that the consumption of lumber in the country at large, averages not far from 500 feet per capita, which for the estimated population, viz., 64,000,000 would demand a production of no less than 32,000,000,000 feet of lumber annually. The compilation for 1892 (which in the nature of things cannot include a vast number of small mills which fail to report) gives the production of Michigan, Wisconsin and Minnesota forests at 8,934,053,173 feet. As there are saw mills in all portions of the country manufacturing to a greater or less extent, it is no stretch of imagination to conclude that these figures do not exceed twenty-five per cent of the grand total of production.

When the mind recurs to the opening pages of this history, the conditions evidenced by the receipt of perhaps 30,000 feet in Chicago in the year 1833, contrasted with receipts of 2,150,000,000 feet in 1883, and 2,250,000,000 in 1892, a general production of 32,000,000,000 feet throughout the nation in 1892, of a value, at a low calculation (including coarser forest products), of \$500,000,000, it taxes the credulity of intelligent minds to conceive that the change has taken place in but little over half a century, or that so vast a trade is comprised in a single branch of the nation's commerce. None other equals it. And this vast source of national wealth, like iron and coal, is the gift of nature to our favored land.

' During the year 1885 the lumbermen of Chicago successfully endeavored to secure

a floating fire protection to their property in the lumber districts, and on their agreement to pay the running expenses of a fire tug, the city acceded to their request. This cost the lumbermen something like \$6,000, but the advantage was so apparent that the city authorities permanently adopted the fire tug system, counting it a most valuable auxiliary to the fire department, and two tugs, each of capacity equal to five ordinary steamers in efficiency, are now an essential part of the fire department of the city.

The membership of the Exchange still showing signs of a decrease in numbers, the secretary, in reporting the number at but 117, is inclined to attribute the decrease to the influence of the price-list controversy. During this year the president and secretary were authorized to visit Washington in the interest of a speedy settlement of the lake-front controversy, hoping to secure its opening to the admission of the heavier traffic of the city, including the lumber business. In their statistical representation of the subject it was shown that the arrivals and departures of vessels at Chicago in 1884 exceeded the aggregate arrivals and departures from New York, Boston, Baltimore and Philadelphia combined, and that nine-elevenths of the Chicago fleet was engaged in the lumber traffic.

A deficiency arising in the funds of the Exchange at the end of the fiscal year, an assessment of one mill per thousand feet was levied upon the sales of 1885, the commission dealers being asked to contribute \$10 each; this assessment was at the next annual meeting reported to have netted \$1,963.45.

On March 25 of this year complaint was made by officers of the Chicago, Burlington & Quincy Railroad of incompetency on the part of one of the inspectors of the Exchange, and on investigation said inspector was suspended from the privileges of an inspector and his certificate revoked. On the same day the death of Christopher Tegtmeier, an old and highly respected member of the fraternity, was noticed by suitable resolutions.

In April of this year the five-year lease of the Exchange hall being about to expire, it was decided to remove to rooms No. 6 and 7 at 248 South Water Street.

In May, 1886, occurred the great strike which has become historic in connection with the "Haymarket Massacre." This had its inception in the lumber district, although other elements than those connected with the lumber business were simultaneous in their demands. The laborers in the lumber yards having struck, ostensibly for higher wages, but really from a spirit of discontent excited by demagogues of the anarchistic branch of the Socialistic party, and without any clear idea of what they were striving for, a general meeting of the lumbermen was called, and it was determined to shut down all business until advised by an executive committee into whose hands the whole matter was relegated, that it was wise to resume. An increased number of watchmen was placed in each yard for night and day service, and every precaution taken to avoid a conflict with the laborers who had developed a spirit of destruction and of murderous intent in an attack upon the factory of the McCormick

Reaper Company and other manufacturing establishments located in the lumber districts. The executive committee (of which A. G. Van Schaick was chairman) met in daily session, and at first exhibited a willingness to meet committees of the strikers and listen to their complaints and demands until these were presented by professional agitators not in any way connected with the yard men, when further hearing was denied, except to such as were directly interested in the subject at issue, and no further endeavor was made to conciliate the striking element, who were assured that no further negotiations would be entered into until they resumed work, when, if they had any grievances, they should receive a respectful hearing from the lumbermen in their Exchange, and all wrongs, if any were shown, would be promptly corrected. This ultimatum provoked some threats of burning the yards, etc., but the prompt arrest of those making the threats, and above all the dastardly explosion of bombs in Haymarket Square by anarchists, of whom it is but just to say that none of the lumber yard laborers were found in their ranks, put a sudden end to the strike, and work was at once resumed, the laborers showing little or no resentment at their failure to coerce their employers. No suggestion of a concerted strike has since developed among the laborers in the lumber yards of the city.

On August 4 a general meeting was called to take appropriate action regarding the death of Charles R. Barton, of the firm of Barton & Jones, one of the oldest members of the Exchange.

During the fiscal year 1886 the admissions to membership included T. H. Shepard & Co., A. R. Gray & Co. and A. R. Beck & Co. (South Chicago.) At the meeting January 10 nine applications for membership from the ranks of the hardwood dealers were received and L. V. Boyle & Co., Thomas McFarland, R. Granger & Co., Rogers & Baldwin, Vinnedge Bros., L. Miller & Co., J. H. Wallace, Washburne & Son, Charles Messinger & Co., and on March 8 W. B. Crane & Co. and R. B. Appleby were admitted to membership.

February 14, 1887, was marked by a request from the hardwood dealers for power to handle their branch of the business independently, but under the provisions of the Exchange charter, asking power to appoint sub-committees of arbitration and appeal, committees on inspectors and inspection rules, giving to the action of the "committee on hardwoods" the same force and effect as if made directly by the board of directors. In the discussion of this matter it was held that this delegation of power could not legally be made and the following resolutions were adopted:

"WHEREAS, The hardwood dealers members of this Exchange desire, so far as is consistent with the rules and by-laws of the Exchange, to take separate action upon all matters pertaining exclusively to the hardwood lumber business and ask for certain distinctive title and powers to that end; and

"WHEREAS, So much of their said resolutions as seek to give title to the hardwood element, or seeks to give them authority to make rules, or take action, without

the ratification of this board of directors, is contrary to the spirit and letter of the by-laws of this Exchange and would lack the legality necessary to their enforcement; Be it, therefore,

"Resolved, That the exclusively hardwood lumber dealers who are now or may hereafter become members of this Exchange be constituted "the executive committee on hardwood lumber," who may organize, elect their own chairman and for convenience, delegate their power to a sub-committee, and who may take such action for the government of the hardwood business as is in their judgment required, and who shall submit such action to the board of directors of this Exchange at any regular or called meeting, for approval;

"Resolved, That said executive committee on hardwood be requested to place in nomination for action at the annual meetings on the first Monday of March in each year, the names of some of their members from whom may be selected two directors for the ensuing year, one member of the committee on appeals, one member of the committee of arbitration and five members to constitute the committee on hardwood inspection."

At the directors' meeting of March 8 a resolution was adopted increasing the representation of the hardwood branch to two members each on the committees of arbitration and appeal.

The eighteenth annual meeting of the Exchange was held March 9, 1887, with a banquet tendered by the retiring president, Perley Lowe, who presided. A full board of directors, consisting of John McLaren, D. S. Pate, C. A. Paltzer, Granger Farwell, R. A. Wells (h. w.), J. C. Durgin (commission), M. B. Hull (manufacturer), A. C. Soper, W. P. Ketchum, W. W. Schultz, D. S. Baldwin (h. w.), W. E. Strong and Walter Shoemaker were elected, together with a committee of arbitration, consisting of T. G. Morris, C. B. Flinn, James Charnley and two hardwood members, C. Boyle and R. Larkins; the committee on appeals—J. H. Swan, W. O. Goodman, John C. Spry with J. H. Wallace and C. L. Washburne, as the representatives of the hardwood interests. The secretary's annual report makes mention of the strike heretofore mentioned and descants upon the benefits of the Exchange, not only to the lumbermen, but to the mercantile community at large, as evidenced by the suggestion of many representatives of other interests, that the committee appointed by the lumbermen should be continued as a central committee of defense against the devices of strikers, in the interests of all classes of mercantile and railroad industry. The secretary also notes the fact that the Exchange has been taken as a model for the formation of Exchanges throughout the country, and that its reputation makes it worthy of a higher appreciation on the part of the membership and of the non-members of the trade than it has been accorded during the past year.



John W. H. H. H.

The statistical record of the preceding year the secretary gives as follows:

	LUMBER.		SHINGLES.	
	1886.	1885.	1886.	1885.
Inventory at beginning of year.....	725,928,261	683,520,903	396,053,940	354,747,111
Season's receipts.....	1,660,589,000	1,744,699,000	775,725,000	770,727,000
Total resources.....	2,386,517,261	2,428,219,903	1,171,778,940	1,125,474,111
Inventory at close of season.....	664,270,622	725,928,261	493,216,600	463,294,100
Sales of season.....	1,722,246,629	1,702,291,642	678,562,340	662,240,010
Shipments.....	979,652,297	896,044,493	650,562,340	640,240,010
City consumption.....	742,594,342	806,257,149	28,000,000	20,000,000

These figures are inclusive of the trade at South Chicago and of hardwoods.

The secretary in this report says:

"The hardwood trade shows no less volume than for preceding years, and an increased average monthly stock on hand indicates a constant increase in this rapidly developing branch of the lumber business of the city. With the disappearance of pine timber from the producing sections, a value is discovered in the hardwood and hemlock, which still remain upon the ground, and the increased consumption of these products is apparent in the substitution of them in many places where pine was formerly used. The tendency to finish business and residence blocks and buildings with hardwood lumber is manifestly on the increase, and it is with pleasure that I report a recognition of the growing importance of this branch of the lumber trade of the city, and a necessity for greater coöperation with the pine interest, in the application during the year of twelve of the leading hardwood dealers, in addition to the five formerly admitted."

In closing his report the secretary announces that after a service of six years he will not be a candidate for re-election, his health demanding a relaxation from a service which had received his most earnest attention until he was admonished to stop.

At the directors' meeting, March 15, John McLaren was elected president and M. B. Hull, vice-president; James H. Swan, treasurer, and at the meeting of April 11 the executive committee reported the engagement of Mr. Theodore H. Swan as secretary at a salary of \$1,200 per year.

June 7 a special meeting was called to take action for the protection of the vessel interest, and of the lumbermen, from the oppressive demand of vessel men, in an ordinance then pending in the city council looking to the closing of the bridges of the city between the hours of 8 A. M. and 7 P. M. A committee was appointed, and acting in connection with other interests, accomplished effective service. About this time it was suggested that the monthly reports of stocks on hand should be confined in their publicity to those members or non-members who make report, and while the secretary was instructed to keep the statistics private to all except the classes named,

the futility of the effort was shown in the regularity of their publication by the lumber journals.

On August 24 appropriate action is noted as having been taken at a special meeting of the trade called in consideration of the death of Walter S. Babcock, and on September 8 a similarly called meeting expressed its sympathy with the family of the veteran lumberman Martin Ryerson who died at Boston September 6. The eighth paragraph of the lengthy resolutions adopted, was as follows:

"As a monument to his business sagacity and enterprise, may be seen some of the best and most useful buildings on our thoroughfares, nor would we forget that other monument erected by him in one of our public parks, that testifies to his kindly memories of a people who in his early years were his faithful friends, and also that they shall not be forgotten, though they may ultimately become extinct as a people before the march of our civilization."

The beautiful bronze statue of the Indian scout erected by Mr. Ryerson in Lincoln Park will remain a perpetual monument to his public spirit, and its correct delineation of Indian physiognomy and character will prove a valuable object lesson in the history of the Indian tribes of America to many succeeding generations.

On September 26 a special meeting convened to take appropriate action regarding the death of Lewis W. Fick, for many years a member of the firm of Ketcham & Fick, who died on the 24th inst.

On the 9th of January, 1888, a communication was prepared and forwarded to Washington advocating and approving a mooted suggestion looking to a Columbian Exposition in Washington, of which Ex-President Perley Lowe and Ex-Secretary Hotchkiss had been made promoting members by the central committee at Washington, which proposed the inauguration of a World's Fair in commemoration of the four-hundredth anniversary of the discovery of the continent by Columbus. The subsequent history of this enterprise and its final location at Chicago, the grandeur of its inception and successful culmination, will be found beautifully set forth in another part of this series of the city's history.

The nineteenth annual meeting was held March 5, 1888, and after mentioning the fact that on assuming the duties of the secretaryship one year previous, he had found the routine of a different nature from anything in his previous experience, Secretary Swan adds:

"It would appear that an unfortunate epoch in the history of the Exchange had arrived at the time of my assuming the secretaryship. The period of active interest which at one time pervaded the organization seemed to have passed, and had been succeeded by one of inertia. The practice which had at one time prevailed of meetings, which combined the discussion of matters that had reference to the best interests of the lumber trade in this city, and the cultivation of social relations between the members had relapsed into innocuous desuetude; no meeting of that nature has been held during the past year. Only three general meetings called by the president have

been held during the year, and these were occasioned by the deaths of those who were or had been members of the Exchange."

Secretary Swan reports a membership of ninety-six at the beginning and ninety at the close of the year. In his analysis of the receipts of the year he finds that of the 1,846,187,000 feet of lumber received 136,932,000 feet of pine and 215,700,000 feet of hardwood were brought by the railroads, while 1,455,181,000 feet of pine and 38,374,000 of hardwood came by lake. In a detailed analysis of the trade of the year he makes the following calculations of the year's business.

	LUMBER.		SHINGLES.	
	1887.	1886.	1887.	1886.
Total resources.....	2,510,457,622	2,386,517,261	1,106,205,750	1,081,778,940
On hand January 1, 1888-1887.....	666,548,425	664,270,622	440,491,850	493,216,600
Sales and shipments.....	1,843,909,197	1,722,246,639	665,713,900	678,562,340
Shipments.....	1,038,013,018	979,652,297	625,714,900	650,562,340
Local consumption.....	805,896,179	742,594,997	39,999,000	28,000,000

At this meeting Mr. James H. Swan mentioned a rumor which he had heard of a movement looking to the merging of the Exchange into, and with, a new organization, which was the first public notice of what later became an accomplished fact. Mr. Swan spoke at some length of the value of the Exchange charter, and the legal advantages to be derived from its legislative powers in various ways, and in the interest of various topics kindred to the work of the organization, made a strong plea for its continued life. The board of directors at this time elected consisted of A. C. Soper, W. P. Ketcham, W. Shoemaker, Granger Farwell, C. A. Paltzer, Perley Lowe, M. T. Green, D. S. Pate, Joseph Rathborne, W. W. Schultz, R. K. Bickford (Com.), George E. White and Clarence Boyle (h. w.); committee of arbitration—A. R. Vinnedge and C. L. Washburne (h. w.), T. G. Morris (Com.), Thomas H. Sheppard and C. B. Flinn; committee of appeals—Rodney Granger and A. W. Rogers (h. w.), A. G. Van Schaick, J. H. Swan and W. O. Goodman. At the first directors' meeting A. C. Soper was elected president; D. S. Pate, vice-president; J. H. Swan, treasurer; and a committee was appointed to whom the question of a secretary was referred, and which subsequently recommended the retention of the present incumbent, and Mr. Theo F. Swan was consequently re-elected. (Mr. Swan died in August, 1894.)

On March 20 a called meeting of the fraternity expressed the sorrow of that body on learning of the death of Mr. William B. Prettyman, an old and highly respected lumberman of the city.

On May 14 a committee was appointed to ascertain if it was practicable to obtain the repeal of the city ordinance taxing lumber yards. This committee, consisting of Messrs. George E. White and C. A. Paltzer, reported on August 13 that the tax was not an onerous one, and that its repeal would involve a reduction in the license fees

of other branches, which would be undesirable, and recommended that no further action be taken in the premises.

The death of Mr. George A. Marsh was made the subject of appropriate action at a special meeting called August 16, and the meeting of December 10 was made memorable through the recording of the names of A. C. Calkins, B. L. Anderson, James McMullen, Alexander Officer, John F. Mensden, Charles B. White, M. B. Hull, Thomas M. Avery and Thaddeus Winter, all retired members of the Exchange, to honorary membership, under Rule 10, Section 1, of the by-laws. A revision of the rules for the inspection of hardwood lumber was, on recommendation of the hardwood committee, adopted.

The twentieth annual meeting was held March 4, 1889, at the Tremont House, with a banquet tendered by President A. C. Soper. The secretary presented his report, showing a membership of eighty-six, a loss of six during the year. He reported receipts for 1888 aggregating 1,699,801,000 feet of pine lumber and 312,259,000 feet of hardwood, a grand total of 2,012,060,000 feet of lumber, and 629,685,000 shingles, with 48,831,000 lath, 4,577,173 cedar posts, 1,969,873 railroad ties, 115,666 telegraph poles, 52,417 cords of wood, and 12,645 cords of bark. He found a stock on hand January 1 of 755,399,566 feet of lumber and 421,502,210 shingles, and asserts the shipments of the year to have aggregated 801,462,867 feet of lumber and 566,291,250 shingles and the local consumption to have been 1,123,755,032 feet of lumber, with 77,222,250 shingles. The expansion of the city boundaries is full explanation of a doubling in the local consumption of shingles, and a large increase in the local use of lumber, as the fire limits did not extend into the annexed territory, which had settled with an unexampled rapidity. In his annual address President Soper speaks of a strike on the C. B. & Q. R. R., which had contracted shipping in the early season, cutting off a large territory to the South and Southwest which had hitherto been controlled by Chicago, but had now passed into the hands of the Mississippi dealers. He says further:

"We have seen more profitable years, but on the whole I cannot recall where values were more steady; it is worthy of note that with a volume of business amounting in value to not less than \$35,000,000, not a single disagreement has arisen that required arbitration. I think this speaks volumes for the fairness, the honor and integrity of the lumbermen of Chicago, and we can fairly challenge any other line of trade to make an equal showing."

For the past two years the dealers, while the larger part, and in fact nearly all of them retained their membership in the Exchange, had sought the regulation of the price list and of some other matters through an independent and unincorporated association, holding its meetings at various offices throughout the Twenty-second Street lumber district. The first president of this association was C. A. Paltzer, who was succeeded by Francis Beidler and W. W. Schultz. Referring to this association President Soper said:



Francis Bradley

"There has been some fear expressed that the 'Dealers' Association' would detract from the interest in the Exchange. In my opinion there is little to fear, doubtless there is room enough for both organizations, each in its peculiar sphere. But this Exchange must cover a wider range of usefulness than can be possible for the other organization. While the latter can take cognizance only of matters of particular interest to dealers, the Exchange will always have a broader field, covering our relations with other markets and other exchanges, between manufacturers and commission men, as well as dealers in both the lines of pine and hardwood, and in times of emergency, which will be sure to arise, the Exchange will always be the rallying point for the trade. Nor must we forget that the Exchange has a valuable charter, with powers and privileges, which could never be secured again under the laws of Illinois. But let me say just here, that while I am not a prophet, nor the son of a prophet, I will venture the prediction that within two years we shall see the Dealers' Association merged in this Exchange. And why should it not be so? The preponderance of dealers not manufacturers, in the Exchange membership is now so large that they can always control the elections, can always have a majority of the directors, and by having a special committee on yard matters can accomplish all that they can hope to do by a separate organization, and at far less expense. In saying this I would not be understood as detracting one whit from the work done by the other association during the past year; I only claim that it can be, and should be done by this Exchange. I will make no recommendations upon this subject, as it seems to me to be one of the questions that in due time will furnish its own solution."

At the directors' meeting Davy S. Pate was elected president; W. O. Goodman, vice-president; John McLaren, treasurer; Theo. F. Swan (re-elected), secretary. Nothing of interest is noted during the year until on November 11 a meeting was called to pass suitable resolutions of respect to the memory of Winslow Bushnell, of the Lord & Bushnell Company. Only four meetings are noted in the record as having been held during the year.

The twenty-first annual meeting took place March 3, 1890, and, as will appear later, proved to be the last meeting of "The Lumberman's Exchange." President Pate invited the members to a banquet at the Sherman House, which was attended by about seventy-five lumbermen and fifteen invited guests and newspaper reporters. The secretary reports a membership of seventy-nine, a loss of six during the year. In his opening address Secretary Swan laments:

"It would seem that an organization which has the prestige of age and an illustrious record in the past, should not be permitted to sink into inertia and neglect, and while it is true that times and conditions have changed somewhat since its first organization, and the aid that such a chartered association could afford to every dealer and manufacturer of lumber is perhaps not felt to-day as it was in an earlier period, or in fact as it would be to-day should it by any mischance lose a charter that is beyond price, it is sincerely to be hoped that every yard dealer and all others who are interested in the lumber trade of this city realize the necessity and value of such an organization."

The statistical report shows receipts for the season of 1889 of a total of 1,930,-227,000 feet of lumber, of which 1,600,862,000 feet was pine and 329,365,000 feet was hardwood, with 637,377,000 shingles, 43,666,000 lath, 3,580,004 cedar posts, 1,510,000 railroad ties, 60,000 telegraph poles, 44,918 cords of wood and 14,955 cords of bark. The sales and shipments are stated at 1,944,131,462 feet of lumber, of which 739,510,000 was shipped and 1,204,621,000 feet set down as city consumption. Of shingles 509,901,500 are noted as shipments and 127,475,000 to city consumption.

At this meeting the death of Walter C. Williams, one of the younger members of the fraternity and junior member of the firm of J. H. Pearson & Co., was noted and appropriate resolutions adopted. Steps were taken for the union of the "Exchange," the "Hardwood Dealers' Branch" and the "Lumberman's Association," and C. A. Paltzer, W. W. Schultz and M. T. Green were appointed a committee to confer with committees of the other organizations and to report as soon as possible. At the directors' meeting, March 10, C. A. Paltzer was elected president; E. Harvey Wilce, vice-president, and the election of treasurer and secretary deferred to the next meeting; the committee on union with the other associations reported progress and was continued, and on March 19, through its chairman, A. G. Van Schaick, presented the following resolution as embodying the action of the joint committees:

"Be it Resolved, That it is desirable that the two lumber associations now organized in Chicago be brought into closer business relations, and it is the sense of the committee that the Lumberman's Exchange and the Lumber Dealers' Association lease a hall and office jointly, each paying one-half the annual rental, which should include telephone and janitor service, the furniture to be owned jointly."

The report was accepted on motion of Perley Lowe and the committee was continued, with power to act in arranging for a joint rental, at a cost to the Exchange not to exceed \$500 per annum. At the next meeting, held April 21, 1890, the committee presented another report, accompanied with a resolution to the effect that the Exchange join with the Dealers' Association in renting a hall at a joint expense of not to exceed \$1,000 per year, to share equally the cost of telephone service and to assume a proportion, not to exceed \$750, for a secretary's salary. This was declared carried on a vote of six in favor to three opposed, when Mr. Dean, of the minority, contested the legality of a decision arrived at by less than a quorum of the "members elect" of the board of directors and the chair upholding the legality of the vote, Mr. Dean asked that his protest be recorded. The committee was continued, with power to arrange all matters of office rent, including the appointment of a secretary.

The next meeting is noted as being held at "The Lumberman's Exchange, Room No. 417, Chamber of Commerce," President Paltzer presiding and Mr. L. W. Fuller acting as secretary *pro tem*. On motion of A. G. Van Schaick Mr. E. E. Hooper was elected secretary at a salary of \$750 per annum (an equal sum being paid by the "Association,") and the resignations of nineteen manufacturing and commission houses hitherto in the membership were tendered and accepted.

At a special meeting May 26 appropriate action was taken regarding the death of Albert Soper, one of the oldest and most highly esteemed of the membership, who had reached the ripe old age of seventy-eight years, respected and beloved of all who knew him.

July 14 a resolution was adopted discontinuing the publication of the monthly stock reports, which are hereafter to be considered the private property of the members of the Exchange and the Yard Dealers' Association.

THE LUMBERMEN'S ASSOCIATION.

With the approach of the autumn of 1890 the inevitable began the more clearly to be revealed, and October 18 a committee consisting of President Paltzer, D. S. Pate and A. C. Soper was appointed to confer with the directors of the Dealers' Association in the interest of an amalgamation of the two bodies.

On January 7, 1891, the Exchange was called to take action regarding the death of Charles H. Hayden, of the firm of Hayden Bros., a leading firm in the hardwood branch, and on January 12 a meeting of the directors was held, at which were present by invitation, directors of the Lumber Dealers' Association, and also directors of the Hardwood Dealers' Association. The committee on amalgamation reported that a circular letter had been addressed to the members of the different associations, numbering a total of 72; that 66 votes had been returned, of which 61 were in favor of merging the associations into one, and 5 votes in opposition to the plan; that in the matter of a name 54 voted in favor of the designation "Lumbermen's Association," 33 in favor of "Lumberman's Exchange," 2 were in favor of the "Yard Dealers' Association," and 2 in favor of "The Lumber Dealers' Association," and the following resolution was unanimously adopted:

"Resolved, That a special meeting of the members of the Lumberman's Exchange of Chicago be called for the purpose of submitting to a vote of the members of said corporation the question of changing the name of said corporation from Lumberman's Exchange of Chicago, its present name, to 'Lumbermen's Association of Chicago,' and also altering and amending the by-laws of the corporation, and the transaction of any and all business that such special meeting may deem advisable or in the interest of the corporation, and that a meeting of the members of the Lumberman's Exchange of Chicago be called by the secretary pursuant to its rules and by-laws, and that said meeting be held on the 28th day of February, A. D. 1891, at the hour of 8 o'clock P. M., at the office of the Lumberman's Exchange of Chicago, Room 618, Chamber of Commerce building, southeast corner of La Salle and Washington Streets, Chicago, Ill., and that a general notice of the time, place and object of such meeting shall also be published for three successive weeks in some newspaper published in the county of Cook and State of Illinois."

Clarence Boyle, A. R. Vinnedge and W. Scott Keith were appointed a committee on the part of the hardwood dealers, W. W. Schultz, Joseph Rathborne and A. G.

Van Schaick, representing the pine yard lumbermen, to carry out the intents of the above resolution, in accordance with which a special meeting was held February 28, being called in manner prescribed by law, and a quorum of the membership of the Lumberman's Exchange being found present, the committee certified to the insertion in the *Chicago Legal News*, a weekly publication, of the notice prescribed by law for the calling of such special meeting for the consideration of the subject of changing the name of the corporation. The following resolution was then offered by W. P. Ketcham and it was

"Resolved, That the name of the 'Lumberman's Exchange of Chicago,' be, and the same is hereby changed to 'Lumbermen's Association of Chicago.' "

The question of adopting the resolution was then put, and all present voting "aye," it was declared to be unanimously adopted, and the amendments to the constitution and by-laws as recommended by the committee as requisite to harmony with the new conditions were unanimously adopted, and the following certificate was then ordered to be filed in the office of the Secretary of State, as by law required:

"CHANGE OF NAME TO LUMBERMEN'S ASSOCIATION.

February 28, 1891.

"STATE OF ILLINOIS, }
County of Cook. } ss.

"We hereby certify that a special meeting of the members of the Lumberman's Exchange, of Chicago, was held at the office of said corporation, Room 618, Chamber of Commerce, Chicago, Ill., on the 28th day of February, A. D. 1891, at 8 P. M., pursuant to notice given in the manner provided by law. That the following question was submitted to the members of said corporation:

"Resolved, That the name of the Lumberman's Exchange, of Chicago, be, and the same is hereby changed to Lumbermen's Association, of Chicago.

"We further certify that said resolution was unanimously adopted at said meeting, and that all the members of said corporation present at said meeting voted in favor of said resolution.

"In witness whereof we have hereunto set our hands and affixed the seal of said corporation this 2d day of March, A. D. 1891.

Attest:

"CHARLES A. PALTZER, *President.*
EDWIN E. HOOPER, *Secretary.*"

{ CORPORATE }
{ SEAL. }

"STATE OF ILLINOIS, }
County of Cook. } ss.

"Charles A. Paltzer, being duly sworn, deposes and says, that he has read the foregoing certificate subscribed by him, and knows the contents thereof, and that the same is true, in substance and in fact, and that he is president of said corporation.

"CHARLES A. PALTZER, *President.*"

"Subscribed and sworn to before me by said Charles A. Paltzer, this 6th day of March, A. D. 1891.

MORRIS M. HIRSH."

[SEAL.]

"Notary Public in and for the County of Cook in the State of Illinois."



Ch. Baltzer

The twenty-second annual meeting was held at the Tremont House, March 2 1891. At the preliminary meeting of the board of directors the following named firms, previously members of the Chicago Lumber Yard Dealers' Association, but not of the Exchange, were admitted to membership in the new organization:

Badenoch Bros., Charles Bruse & Co., A. Gourley & Co., S. R. Howell & Co., E. S. Hartwell & Co., Hemlock Lumber Company, Loomis & Gillespie, T. R. Lyons, S. K. Martin Lumber Company, Marsh & Bingham, N. & C. H. Mears, W. J. Neebes, O'Brien, Green & Co., Rittenhouse & Embree, Albert Russell, South Branch Lumber Company, J. Stephenson Company, John Spry Lumber Company, T. H. Sheppard & Co., Walter Shoemaker & Co., Tegtmeier Lumber & Box Company, Thompson Bros., Hayden Bros. and G. T. Houston & Co.

The annual meeting convened at the banquet table which the courtesy of President Paltzer had provided, the members in attendance numbering forty-five, with eight invited guests representing the railroad interests of the city. In presenting his annual address, President Paltzer said:

" * * In reviewing the work of the association during the past year we find that the membership of former years made up as it was of lumber manufacturers, commission men, inspectors and dealers, has been changed to a membership of lumber merchants only, the manufacturers and commission merchants to the number of nineteen withdrew from the Exchange last spring, prompted thereto, no doubt, by what seemed to them good and sufficient reasons. I do not refer to this in any spirit of criticism, but simply to note the fact. This left the membership composed entirely of dealers with the exception of two inspectors. Of course, there are now among our members a number of lumber manufacturers, but as they handle and dispose of the product of their mills through a yard here or elsewhere, they are properly classed as dealers. I wish to say to those gentlemen who withdrew from our association last spring, and I am sure that I voice the sentiments of every member in the statement that we have none but the kindest feelings for them and that we appreciate their labors in and for the advancement of the Exchange (many of them having been members since its incorporation in 1869) and that we will continue to regard them as valuable members of the lumber fraternity. While we regret the loss of this portion of our members, we cannot overlook the fact that the change in our membership which is now homogenous will tend greatly to increase the usefulness of our association, for no organization can achieve the best results unless the individual interests of its members in the work to be accomplished are identical. It was deemed advisable to change the name of the association from the "Lumberman's Exchange" to the "Lumbermen's Association," because the former name has become a misnomer for the past fifteen years, if not from the date of the charter of the association. This change has been made in accordance with the laws of the State, and hence all the valuable privileges and powers granted in our special charter are in no way affected. The association rooms have been moved from the old and inadequate quarters on South Water Street to the magnificent Chamber of Commerce building, a building which, with its thirteen stories and magnificent appointments, is an ornament to our city, and speaks volumes for the energy and enterprise of one of our oldest lumber

firms and members (Hannah, Lay & Co.). The Lumber Yard Dealers' Association and the Hardwood Association, whose memberships were largely made up of members of this association, have discontinued their separate organizations and have come back into the fold. This association with a membership of about eighty, whose business interests, if not absolutely identical, are in no wise conflicting, may now go forward and accomplish results of greater benefit to all its members than at any time heretofore. * * * *

"The volume of the business of our country in every branch of trade and industry during the year just passed has been of immense proportions; the activity in the lumber business has been unprecedented not only in our territory but in all parts of our country. The shipments and consumption of lumber at this point for the past twelve months were larger by 134,000,000 feet than in any previous year. Recently published statistics show the lumber production of the Northwest during the year 1890 to have been 8,600,000,000 feet, of which Chicago handled nearly one-fourth. While we have lost a part of our shipping trade, which in the nature of circumstances we can never regain, we have a home trade which is enormous, aggregating the past year over 1,200,000,000 feet. The growth of our city, of which we are all justly proud, is simply marvelous; during the past year nearly 12,000 buildings were erected within the city limits, covering a frontage of over fifty miles and representing a value of about \$60,000,000. * * * "

The secretary reported that the year began with seventy members; thirty-three had been added during the year, and twenty-eight, including twenty commission houses and eight pine yard dealers, had tendered their resignations, the present membership being seventy-five. The deaths during the year of Messrs. Albert Soper, Charles Hayden and John Spry, Sr., were noted in the report. Messrs. Soper and Spry were among the oldest members of the fraternity of Chicago lumbermen.

The statistical report for 1890 showed receipts of 1,969,689,000 feet of lumber, 524,440,000 shingles, 72,773,000 lath, 3,693,432 cedar posts, 2,652,365 railroad ties, 89,000 telegraph poles, 35,490 cords of wood, and 10,599 cords of bark. With a stock on hand at the beginning of the year of 656,708,775 feet of lumber and 423,999,250 shingles, and at the close of 527,850,235 feet of lumber and 344,873,720 shingles, the dispositions of the season of 1890 are classified as: shipments, 884,058,000 feet; city consumption, 1,214,489,560 feet, and the disposition of shingles as 603,565,530, being the largest totals shown by the records to have been disposed of in any one year of Chicago's history.

W. W. Schultz was elected president, George E. White vice-president, James P. Soper treasurer, and Edwin E. Hooper secretary for the ensuing year, the secretary's salary being fixed at \$2,500 per annum. The selection of Mr. Hooper was an eminently wise one, he being a thoroughly posted railroad man and the freight problem being now one of the most important with which the association would be called to deal.

The first directors of the rejuvenated association were as follows: Pine—Francis Beidler, W. P. Ketcham, J. P. Soper, D. S. Pate, C. A. Paltzer, W. W. Schultz; hardwood—Clarence Boyle, A. R. Vinnedge and George E. White, the number being

reduced under the reorganization from thirteen to nine. Committee on arbitration: Pine—Joseph Rathborne, T. H. Sheppard, George Green; hardwood—R. A. Wells, E. Harvey Wilce, F. L. Bryant. Committee of appeals: Pine—C. B. Flinn, L. W. Fuller, S. W. Wyatt; hardwood—C. L. Washburne, R. Granger, W. B. Crane. Committee on hardwoods—George E. White, W. Scott Keith, Philo G. Dodge, A. R. Vinnédge, H. S. Hayden.

The exactions of the insurance companies in the abnormal increase of premium rates upon the lumber yards of the city when compared with the losses experienced, led in May, 1889, to the establishing of a "Lumberman's Mutual Insurance Company," for the purpose of insuring lumber yards only, and as the organization was put in operation and officered by members of the Lumbermen's Association, office room was rented to it April 13, 1891, and it became practically an appendage of the new organization.

At this annual meeting appropriate action was taken regarding the recent death of Gen. William E. Strong, of the Peshtigo Company, and Henry Witbeck, of the H. Witbeck Company, both of whom were among the oldest and most influential members of the Chicago lumber trade.

In May the question of membership dues, which from the organization of the Exchange in 1869 had remained at \$25 per year, was again considered and the rates fixed upon a graded scale, firms handling ten millions and under, to pay \$35 per year; over ten and under twenty millions, \$60; over twenty and under thirty millions, \$80; over thirty millions, \$120 per year; hardwood members under five millions, \$50; over five and under ten millions, \$75; ten millions and over, \$100.

It was with an overwhelming sense of loss that on October 15 of this year the fraternity was called together to express the deep sorrow occasioned by the death of Anthony G. Van Schaick, which occurred at Denver, Colo., on the 13th inst. Few men had taken so deep an interest in the Exchange from its inception, and he had filled every position of usefulness to which circumstances had called him at any time, whether the call was to hold office, furnish funds, or to give valuable and invariably, judicious advice. Few men in the community will be more seriously missed or more sincerely mourned. One week later, on October 23, the members were again convened to mourn the death of James Soper, a veteran friend and lumberman, who had for over thirty years been actively engaged in the lumber business of the city.

On January 12, 1892, a committee representing the yellow pine interests presented a communication asking if they would be admitted to membership, and they were informed that all yard dealers were eligible, but no others. The yellow or Southern pine branch of Chicago trade had now become quite an important factor, and with hemlock, had made heavy inroads into the domain of pine, which from natural causes was greatly reduced in quality, although the quantity still continued large. In the earlier years of the trade the quality was expected to reach fully fifty per cent of what are

known as the finer grades. Indeed it was difficult in the earlier years to dispose of common and culls. With the decimation of the forests and the utilization of coarser timber, it is safe to say that not to exceed five per cent of the yearly receipts of lumber at Chicago can be ranked as strictly clear, and the finishing grades of to-day are largely composed of the inspection common of thirty years ago.

Death seemed in this year to have an especial call to decimate the ranks of the lumbermen of Chicago, and the craft convened February 12, 1892, to mourn the death of Philo G. Dodge, who for many years had been a prominent hardwood merchant, and three days later, February 15, to tender their sympathy to the family and friends of a highly respected associate and ex-president of the Exchange, James P. Ketcham.

The twenty-third annual meeting occurred March 7, 1892, at the Tremont House, where President Schultz had ordered a fine banquet to which seventy members and their guests sat down. President Schultz' address congratulated the association upon the results obtained from the amalgamation of the three associations, in the harmony, good fellowship and financial benefits attained. Secretary Hooper reported a present membership of sixty-nine. The statistical report showed receipts for 1891 of 2,087,-462,000 feet of lumber, 310,168,000 shingles, 57,139,000 lath, 4,233,720 cedar posts, 2,052,055 railroad ties and 53,375 telegraph poles. His analysis of the year's business was as follows:

	LUMBER.		SHINGLES.	
	1891.	1890.	1891.	1890.
Inventory at beginning of year.....	527,850,235	656,708,775	333,326,370	423,999,250
Receipts of year.....	2,087,462,000	1,969,689,000	310,168,000	524,440,000
Total resources.....	2,615,312,235	2,626,397,775	643,494,370	948,439,250
Inventory at close of year.....	472,719,021	527,850,235	180,142,559	333,326,370
Shipments.....	870,931,000	884,058,000	463,351,811	615,112,880
City consumption.....	1,271,662,214	1,214,489,560		
Total disposition.....	2,142,593,214	2,098,547,560	.....	.....
Increased sales, 1891.....	44,045,654	Decrease, 1891,	151,761,069	.....

Mr. Schultz was reëlected president; Clarence Boyle, vice-president; J. P. Soper, treasurer, and E. E. Hooper, secretary. May 9 the subject of lumber weights was introduced, and at that and subsequent meetings a full scale of weights applying to the shipment of various descriptions of lumber was adopted. Nothing of import is to be noted for the remainder of this year nor until the 6th of March, 1893, at which time the twenty-fourth annual meeting was held. At this time the death of Wayne B. Chatfield, of the firm of Street, Chatfield & Co., was noted with words of eulogy and respect. The secretary notes the holding of four price-list meetings during the past year, and reports the total receipts for 1892 to have been 2,250,298,000 feet of lumber, 413,266,000 shingles, 52,986,000 lath, 4,170,118 cedar posts, 2,104,347 railroad ties and 25,597 telegraph poles. This was the largest reported receipt of lumber in the history



P. G. Dodge

Published by the Brothers Dodge

of the trade, and no doubt was stimulated by the use of enormous quantities of lumber in the construction of the buildings of the World's Columbian Exposition, which had called for probably 150,000,000 feet of lumber in their construction. The figures further show that the inventory at the close of the year gave a stock on hand in the yards of the city of 410,499,289 feet of lumber and 221,919,905 shingles. The shipments of the year included 1,058,407,000 feet of lumber, and the city consumption is placed at 1,254,110,732 feet, an increase in dispositions for the year of 169,924,518 feet, while the shingle dispositions show a decrease of 91,763,157.

The following board of directors was at this time elected: Edwin S. Hartwell, of E. S. Hartwell & Co.; W. W. Schultz, of Crandall, Schultz & Co.; Edward Hines, of E. Hines Lumber Company; Perley Lowe, of Perley Lowe & Co.; T. H. Sheppard, of T. H. Sheppard & Co.; Davy S. Pate; Allen R. Vinnedge, of Vinnedge Bros. (hardwood); E. H. Wilce, of Thomas Wilce & Co., and F. E. Bartelme, of the Keith Lumber Company (hardwood). At the succeeding meeting of the board of directors, Thomas H. Sheppard was elected president; A. R. Vinnedge, vice-president; James Soper, treasurer; E. E. Hooper, secretary, and an executive committee was appointed consisting of Perley Lowe, T. H. Sheppard and W. W. Schultz. Inspection committee on pine—Arthur Gourley, A. F. Fisher and John Nourse (of the Sawyer-Goodman Company), the hardwood committee being placed in charge of that branch of inspection. A resolution was adopted inviting all visiting lumbermen during the World's Fair to make the association rooms their headquarters, and the secretary was instructed to make this invitation known throughout the land.

On April 10 Schultz Bros. were elected to, and W. B. Crane & Co. withdrew from, membership. June 1 a price list meeting was held, but it was decided to let the former list remain.

June 10 was a day of sadness with the fraternity, non-members uniting with the members in expressing the grief of each at parting with President Thomas H. Sheppard, in whose death all felt a personal bereavement. Mr. Sheppard was one of the most highly respected of the entire fraternity of lumbermen, and his death after a short illness caused no less sorrow than surprise, his sickness being known to comparatively few of his business associates.

On July 10 Mr. Charles F. Miller, whose respected father has heretofore been mentioned as one of the pioneers of the hardwood business of the city, was elected a director to fill the unexpired term of Mr. Sheppard. Vice-President Vinnedge was declared president (the first member of the hardwood branch to reach that distinction), and Mr. Perley Lowe was elected vice-president. August 7 of this year a communication was received from the "New York Board of Trade and Transportation," asking that the lumbermen would memorialize Congress, urging the repeal of the "Silver Bill," to the deleterious effects of which the unprecedented business depression of the nation was thought to be attributable. Messrs. A. C. Soper, W. W.

Schultz, C. A. Paltzer, Jesse Spalding and W. Scott Keith were appointed a committee, and on August 17 reported a set of memorial resolutions, which were unanimously adopted and forwarded to the Chicago and Illinois representatives in the national Legislature, urging prompt and immediate repeal of the so-called Sherman Law, the effect of which, in the accumulation of several hundreds of millions in value of silver bullion in the national vaults, was believed to be the cause of an abnormal drainage of gold from the nation at large, giving rise to a feeling of insecurity in the business world, followed by a run upon many banks, causing the suspension of about 250 of these financial institutions, with most disastrous consequences to all branches of business in the nation. So great was the emergency that President Cleveland called a special session of Congress to convene August 1, presenting no other subject for consideration except the repeal of the law which was believed to be the cause of the universal depression. The effects of the panic were, of course, seriously felt by the lumbermen of Chicago, in common with all other business interests. The New York banks refused to pay out currency even upon the checks of depositors, and as a result their western correspondents were unable to utilize eastern exchange, which entered into a large proportion of the daily business of the country; consequently at the meeting of August 17 the secretary of the association was instructed to notify the trade at large that all remittances should be made in exchange upon Chicago banks, and that New York exchange would be accepted only at its market value on the day of its receipt.

The lumber business of 1893 was of a most unsatisfactory character and half a dozen of what had been considered the more reliable and solid firms were driven to the wall, a portion of them not to resume, while the rest were soon again upon their feet. As a whole this panic proved the most severe with which the nation had ever been afflicted, while at the same time the most causeless; there being no lack of an undeniably sound paper currency; nothing but a fear that the abnormal accumulation of silver in the national vaults, causing apprehension upon the part of foreign holders of American securities, leading to a desire to realize while yet they could depend upon receiving payment in gold; and a consequent drain upon the gold reserve of the national treasury. This distrust soon spread to the American business public, but not sooner than the public apprehension of danger which manifested itself in "runs" upon the banks, with disastrous effects in so many instances. The receipts of forest products at Chicago during this year were the smallest for many years, while the sales were restricted in an equal degree.

The repeal of the silver bill did not prove the universal panacea for the correction of existing evils and the complete restoration of confidence and prosperity in the commercial world, and public attention was drawn more closely to the question of tariff and its revision by the now dominant Democratic party. The nation had for the past four years tested the virtues of a national tariff upon imports embracing the

highest schedule in its history, enacted by the Republican Congress of 1890, and technically known as the McKinley Bill. The Democratic party had in the campaign of 1892 adopted "tariff revision" as its Shibboleth, and had elected President Cleveland and an overwhelming majority in the Lower House pledged to a radical revision of the tariff upon lines which it was believed would ultimately lead to "fair" if not free trade with the nations of the world. The discussion of this subject in Congress was prolonged until August, 1894, in consequence of a dead lock between the Senate and House of Representatives, the small Democratic majority in the Senate containing just enough recalcitrant members to defeat the House (or Wilson) bill and substitute the amended schedules of the Senate which provided for a reduction upon imported goods to a far less extent than was pleasant to the advocates of more liberal trade relations.

The effect of the lengthened discussion and consequent uncertainty as to the future policy of the country could but be deleterious to all business interests, and the stagnation which prevailed, not alone in our own, but as well in other countries, was severely felt by the lumber interests of all sections of the country. To add to the evils of the situation, labor agitators who could not comprehend that in seasons of general liquidation, labor must inevitably be called upon to bear a large share of the shrinkage in values, inaugurated a series of senseless but general strikes, which, although failures so far as securing to the laboring man the compensation which he sought upon the basis of more prosperous times, proved the last straw to break all hope of returning prosperity to the business and industrial world during the season of 1894. As if to add to the miseries of the lumber trade at this time, the summer of 1894 proved to be an abnormally hot and dry one. Crops throughout many portions of the West were burned by the sun to such extent as to become valueless, even for feeding to stock. The forests in many sections of the lumber producing districts were burned in vast areas; many mills and vast quantities of lumber were destroyed, conservative estimators placing the amount at an aggregate of 300,000,000 feet. On the evening of August 1 a fire broke out in the lumber yard of The S. K. Martin Company on Lincoln and Blue Island Avenues, extending to the yard of Perley Lowe & Co. and that of Shoemaker & Higbee, which destroyed 50,000,000 feet of lumber, 20,000,000 shingles and 2,000,000 lath. This was the most destructive fire which has ever occurred among the lumber yards of this city, and in fact may be characterized as the second fire originating in a lumber yard in this city during the past forty years, the previous one being that of the Chicago Lumber Company in May, 1885, heretofore noted. This was, however, but the beginning of what was no doubt the work of an incendiary, for on the following night the yard of the John Spry Lumber Company was discovered to be on fire, entailing a loss of 1,000,000 feet of lumber, and within a few days several incipient fires were discovered in the yard of T. Wilce & Co., and also in the yard of the City Lumber Company on the north side of the city near the North Avenue

bridge. It was at first believed that these fires were accidental, but the subsequent discovery of a gang of anarchistic incendiaries who were making a business of defrauding the insurance companies, while incidentally carrying out anarchistic principles in the destruction of everything which conserves of law, leads to the conviction that the lumber yard fires were of their kindling. The various elements enumerated were combined to produce the severest stringency ever known to the commercial world, in which it was inevitable that the lumber interest should suffer with all others.

The twenty-fifth annual meeting of the Lumbermen's Association occurred on March 5, 1894, and was preceded by a banquet tendered by the retiring president, A. R. Vinnedge, at the Grand Pacific Hotel, which was highly enjoyed by about seventy-five members of the association and invited guests. In his annual address President Vinnedge said:

"There has been no year in the history of our association which has been marked by so long a period of general commercial depression. The lumber interest, like other lines of business, has been called to shoulder its share of losses and disappointments, but considering the record we have made during these trying times as compared with other lines of business we feel that we have cause to congratulate our members for the good showing we have made. With the opening of a new season we may hope for a return of confidence, and we feel encouraged to expect that the ensuing year will enable us to regain the ground we have lost.

"In matters of charity, our contributions during the year have maintained the liberality which has ever characterized the lumbermen of this city, about \$5,000 having during the past winter been contributed by the lumbermen and the sash and door interests to the Central Relief Society for the relief of the poor. The prime object of the organization of this association was to formulate rules for the measurement and inspection of lumber and to appoint committees to arbitrate matters of difference between the buyer and seller of lumber in this market; the importance of such provision is apparent to all. The granting of so great a privilege by the State to the founders of this association bespeaks the character and high standing of the men who applied for it.

"It now applies more particularly to the hardwood trade, and since the change of two years ago, has been wholly in the hands of the hardwood committee; but the large increase in the amount of hardwood lumber annually handled in this market, and the acquisition to it in late years of yellow pine and cypress lumber makes it a question of equal interest to us all. The growth of hardwood timber extends over such a vast territory and the varieties are so many and the qualities so different, that proper classification becomes a complex question. And to add further to the difficulties which we encounter, each lumber organization throughout the country has adopted local rules for the guidance of their inspectors without any apparent consideration of what their neighbors have done or may do. Manufacturers and dealers are alike interested in a fair and reasonable classification. If, as has been proposed, there could be a meeting of delegates from the various lumber associations throughout the country to consider the formulation of rules which would be uniform, I believe it would be greatly to the good of trade in general. In point of membership we have about held



N. W. Chase

our own during the past year. At the present time it consists of forty-three white pine and twelve hardwood dealers, and we anticipate a large addition to our membership during the coming year. On May 1 we shall remove to commodious quarters in the Old Colony building, corner of Dearborn and Van Buren Streets."

The secretary reported the deaths of President Thomas H. Sheppard, of the firm of T. H. Sheppard & Co., and that of Horace W. Chase, of the firm of C. A. Paltzer & Co (for many years of the well-known house of Chase & Pate) reference to each of whom has already been made. Six price-list meetings are mentioned as having been held during the year. The total receipts of forest products for the year 1893, Secretary Hooper states as follows:

Lumber, 1,621,627,000 feet; shingles, 317,400,000; each being receipts by lake and rail; and by lake alone 21,859,500 pieces of lath, 4,628,761 cedar posts, 1,727,962 railroad ties, 43,900 telegraph poles; 25,098 cords of wood, and 7,732 cords of bark. Of the figures given, 973,742,000 feet of timber and lumber was reported from the custom house as lake receipts at Chicago and South Chicago, together with 230,740,000 shingles, leaving 647,885,000 feet of lumber and 86,660,000 shingles to represent receipts by rail. In total volume the receipts show a decrease of 628,671,000 feet of lumber and 95,866,000 shingles as compared with 1892. An analysis of the lumber and shingle trade for the year, and comparison with 1892 the secretary states as follows:

	LUMBER.		SHINGLES.	
	1893.	1892.	1893.	1892.
Inventory at beginning of year.....	410,499,289	472,719,021	221,919,905	180,142,559
Receipts, 1893.....	1,621,627,000	2,250,298,000	317,400,000	413,266,000
Total.....	2,032,126,289	2,723,017,021	539,319,905	593,408,559
Inventory at close.....	384,160,236	410,499,289	163,103,000	221,919,905
Shipments, rail and lake.....	742,150,000	1,058,407,000	376,216,905	371,488,554
City consumption.....	905,816,053	1,254,110,732	.....	.....
Decrease of the year.....	664,551,679	Increase,	4,728,251	.....

These figures show clearly the effects of the past year's depression in the volume of business, while it must be borne in mind that a normal trade was enjoyed during the first half of the year, the depression not making itself manifest until June, so that the losses in volume of business were practically those of but seven months of the season, yet the figures reveal the close sympathy of the lumber business with the general prosperity or adversity of the people, and of other lines of business.

At this meeting the following named officers were elected: Directors—W. P. Ketcham, S. K. Martin, Edward Hines, E. S. Hartwell, D. S. Pate and James Soper, in behalf of the pine yards; F. E. Bartelme, Clarence Boyle and F. L. Bryant, representing the hardwood interests. Committee of arbitration, pine yards—C. A. Paltzer, C. B. Flinn, Perley Lowe; hardwoods—John Roehl, M. A. Vinnege, H. S. Hayden.

Committee of appeals, pine—J. C. Spry, C. H. Mears, C. A. Street; hardwood—G. T. Houston, R. T. Witbeck, F. W. Schwamb. Hardwood committee—F. E. Bartelme, A. R. Vinnedge, E. Harvey Wilce, L. B. Lesh and E. F. Dodge. Pleasant speeches were made by several gentlemen, Ex-President James H. Swan and Ex-Secretaries Hitchcock and Hotchkiss being called upon to speak of the past experiences of the Exchange. At a subsequent meeting of the board of directors W. P. Ketcham was elected president; F. E. Bartelme, vice-president; James P. Soper, treasurer, and E. E. Hooper was re-elected secretary.

Up to this time no great amount of courtesy had been extended to the organization heretofore mentioned as the Illinois Retail Dealers' Association, but on February 14 it was resolved to tender, in connection with the Lumberman's Insurance Company, a reception banquet to the retail dealers, at the time of the holding of their annual meeting at the Tremont House a few weeks later, and this was carried out with great eclat.

Thus is the history of the lumber trade of Chicago brought to the summer of 1894. Dullness and depression is its present experience, but no class of business men in the country are more optimistic than are the lumbermen of this great city which they have taken no small part in building from the sale of a few thousand feet required by the sparse population of 1833 to the more than 2,000,000,000 feet which comprises the market demand of a population closely approximating 2,000,000 souls at the present time. The table found upon another page tells the tale in a condensed form of the yearly growth of this the greatest of all the industries which have been promotive of the city's wonderful advancement. From this it will be seen that in the period embraced between 1833 and 1893, allowing the figures to be approximately correct, there has been received at the port of Chicago the immense quantity of 46,641,462,103 feet of lumber, which may safely be estimated at an average value of \$25 per thousand (including hardwoods), or a total value of \$1,166,036,552.57 (or, if to be conservative, we place the value at \$20 per thousand feet, \$932,829,242), to which, adding the value of 20,641,413,372 shingles at \$2 per thousand, or \$41,281,826.74; and assuming the value of the immense quantities of lath, pickets, posts, telegraph poles, railroad ties, cord wood and tan bark, of which no reliable data is obtainable, to be double that of the shingle receipts (and this will be accepted as a conservative estimate) we find the value of forest products received at Chicago in the sixty years of her growth to be of the value of \$1,287,318,379.31 (or on the conservative basis \$1,056,674,722.28). A careful analysis of the facts connected with the production of lumber throughout the nation during the same period leads to the belief that the sum total is not overestimated at 824,000,000,000 feet, which, at an average value of \$20 per thousand, would reach a total of \$16,480,000,000 as the value of the lumber product, to which we must add the value of the coarser products of the forests, which, assuming that value at 50 per cent that of lumber, we may safely assert that the forests of the nation have in the past sixty years contributed no less a sum than \$25,000,000,000 to the wealth of the nation. And it must not be forgotten that this immense wealth has been of

nature's providing, and has been indebted to man and man's efforts only to the extent of the labor required for its utilization for man's wants. But when again we contemplate the nation's history from the discovery of the continent by Columbus to the present day, we can but revere the divine prescience which provided so bountifully for the wants of the millions who were to occupy its fertile fields and populate its mighty cities, causing the wilderness to blossom as the rose, and a nation to develop, which should be an exemplar for all time of the higher civilization to which the entire world is reaching forth. Not the coal nor the iron which are found in such abundance and which so greatly contribute to man's happiness, nor yet the mountains of rock so plentiful and so available for man's needs, not either of these could have contributed a tithe of the blessings which have followed the products of the forest in their availability for contributing to the wants and necessities of a new country.

CHICAGO HARDWOOD TRADE.

We can find no reference in any old records, nor from the recollections of any of the older citizens, of any attempt to establish a yard for the sale of hardwood lumber prior to 1851, but in the directory for that year we find the name of Samuel F. Sutherland, hardwood dealer, North Water, near Wells Street.

Mr. Sutherland was noted as in company with Mr. James F. Lord as early as 1847, at which time the firm was engaged in a general lumber business, which perhaps included some native hardwoods from their mill at St. Joseph, Mich., but we cannot trace a trade of any great extent for several years subsequent. In the records of 1845 we find noted the receipt of five hundred feet of black walnut, which no doubt was brought from St. Joseph or Saugatuck, and finding no market here was shipped East. Southern Michigan and Indiana were for many years noted for the extent and excellence of their growth of cherry and black walnut timber, and indeed it is but within a few years that the export of walnut ceased to be an important factor of the commerce of the latter State, where it was at one time so plentiful as to be the favorite timber for splitting into rails for farm fences. As an illustration of the slight value if not contempt which was felt for black walnut, it is related that as late as in the sixties a dealer at St. Joseph, Mich., having a contract for a large lot of three-inch oak dock plank to be delivered to Holbrook & Co., Chicago, smuggled in a quantity of black walnut plank, hoping to have them pass unchallenged. The oak was at that time worth \$15 per thousand, while the walnut would to-day sell for from \$150 to \$200 per thousand. The black walnut, cherry, oak, poplar and ash of southern Michigan, Indiana and Ohio were the finest which the country has produced.

In Norris' Directory for 1846 we find a record under the head of "Cabinet and Chair Manufactories" of twelve operators, viz.: Brown, Geo., 213 Randolph; Clark (Elisha) & Hasey (Samuel D.), 109 Lake Street; Crow (Thomas) & Mills (Henry), 225 Lake; Crosby, Loren, Dearborn and South Water; Jacobus (David L. and

Augustus L.), 11 Clark; Jones, Daniel Andrews, 18 Dearborn; Jones, Elisha Morris, 78 Madison; Kent, Laurens, north side of West Randolph, east of Desplaines; McWilliams, James, 40 Franklin; Morgan, Caleb, 199 Lake; Roberts, James S., 53 Franklin; Weir, John B., 186 Lake; while but one undertaker is noted, viz.: Augustin Seymour Bates, 88 La Salle. It is probable that the furniture workers required for many years but little lumber beyond what was supplied by local mills, and that while no doubt vessels from Michigan brought some walnut and cherry, there was not a demand warranting a merchant to the investment of his time or capital, in an exclusively hardwood business. Of the fifteen wagonmakers of 1846, the names of Schuttler and of Weber are not unfamiliar at the present day. Coming down to the year 1851, we find no distinctive hardwood dealers mentioned, but in the directory for 1853-54 we find the names of Green & Holden under the designation of Hardwood dealers, Canal between Jackson and Adams, and while we still find the name and address of S. F. Sutherland, it has no distinctive designation to show that he was, or was not, still a hardwood dealer. John E. Sutherland and ———, as Sutherland & Co., are named as having a wood yard near the lighthouse, and we trace the firm to as late as 1862, when it becomes Sutherland & Granger.

The directory for 1855-56 makes no distinctive record of the hardwood branch, except that under the head of "Mahogany dealers" we find the name of William H. Slocum, whose advertisement on page 75 names him as successor to James E. Bishop and a "dealer in mahogany, rosewood, black walnut, red and Spanish cedar, cherry, whitewood, maple, ash and pine, with all kinds of cabinet lumber and veneers." We find also the advertisement of J. F. Aldrich, who names hardwoods with pine; H. N. Turner, who advertises "all kinds of lumber;" Sutherland & Co. appeal to cabinet and wagon makers as "dealers in all kinds of hardwood lumber, spokes and staves;" Morrison & Wallace call themselves "manufacturers and dealers in hard and soft lumber."

The directory of 1858 is silent as regards any division or distinction among the dealers. About sixty furniture, cabinet and bedstead manufacturers are noted, carrying the conviction that the demand for hardwood had become a large one, and without question there were several hardwood yards in the city. Holden, Bishop & Co. (Isaac H. Holden and James E. Bishop) were in business in 1856 (Mr. Bishop antedating that year), and, from the best information attainable were in the hardwood business, and when they retired in 1859 Henry N. Holden (deceased February, 1893) succeeded and continued until 1885, when he retired, being at the time without doubt the oldest hardwood dealer of the city in continuous business.

In the prominence given to the pine trade, hardwoods entering less universally into the wants of the people, this branch might not inaptly be termed the "Cinderella" of the lumber trade, if the application of the term may be allowed to a business department. Even the dealers in hardwood were looked upon as endeavoring to introduce into the market a disturbing element. To use a slang phrase, hardwoods of all kinds were invited to take a back seat.



W. P. Ketchum

The directory for 1862, which is the first to classify the hardwood dealers, names Sutherland (J. E.) & Granger (John), 83 Canal Street, also John Granger at the same address, Green & Holden, Holbrook & Co., H. N. Holden, Miller & Leibenstein; and that for 1863 includes all of the above and also Wallace & Holmes, Holbrook (Joseph, son of William) & Co.; practically this meant James E. Stephens, a merchant of St. Joseph, Mich., who, in addition to a large mercantile business, dabbled in lumber, and finally sent Joseph Holbrook (an Englishman), his clerk, to take charge of his shipments to Chicago; he also had a yard in Milwaukee. About 1864 Reuben Hatch, a capitalist from Rock Island, Ill., joined the firm, and in 1868 W. Scott Keith bought out Stephens' interest, both at Chicago and Milwaukee, and the firm of Hatch, Holbrook & Co. continued until 1883, when Mr. Holbrook retired. Hatch & Keith continued until 1890, when the business was incorporated under the designation of the "Keith Lumber Company," and so continues.

So late as 1881, when Secretary Hotchkiss, of the Lumberman's Exchange, commenced the collation of statistics showing the extent of the hardwood business of Chicago, he was told by supposedly well-informed parties who handled it, that its volume was insignificant and did not exceed 15,000,000 feet per year, of all kinds, or less than one per cent of the current total of Chicago's lumber receipts. Great indeed was the surprise and incredulity when it was demonstrated that the hardwood receipts for 1881 aggregated nearly 300,000,000 feet, or not far from seventeen per cent of the gross total of lumber receipts for the year. In presenting his report to the Exchange at the annual meeting, February 1, 1882, the secretary says:

"Never in the history of the trade has any systematic attempt been made to collate the statistics of that most important branch known as the hardwood trade. While one of the most important and valuable factors of the business of Chicago, involving the manufacture of millions of dollars' worth annually of furniture, railroad cars, agricultural implements and multifarious other manufactures of wood, including an increasing consumption in house finish, giving employment to hundreds, not to say thousands, of mechanics, it is hardly a far-fetched statement that not a half dozen persons in the community have any adequate idea of the extent of the demand upon the hardwood forests of the country, necessary to supply the artisans, not to speak of the merchants of Chicago, whose exclusive attention is devoted to those interests wherein hardwood lumber forms the basic factor. The *resume* which is now presented has been compiled in the face of obstacles sufficient in themselves to discourage the investigator, and the results obtained are not given with any assertion of absolute correctness, a thing only to be attained when undue prejudices against giving statistical information shall have melted away under the wise conviction of the value to be placed on reliable statistics.

"On the 1st of January circular letters were addressed to 145 dealers in, and consumers of, hardwood lumber in this city, with a view to ascertain the gross amount of hardwood lumber entering into the trade of the city during the year 1881. From these, replies were received from eighty-nine consumers and fourteen dealers, who report having received during 1881, by lake 42,575,708 feet, and by rail 168,251,345 feet

of all kinds of hardwoods, a total of 210,827,053 feet. A careful computation of non-reporting dealers and consumers would probably add $33\frac{1}{3}$ per cent to these figures, giving in round numbers the total hardwood trade of Chicago for the year 1881, as 280,000,000 feet. Of those reporting, details of stock received were given to the extent of 92,012,812 feet, or about one-third of the total, the classification of which will give an idea of the different varieties entering into the trade of this city:

Black walnut.....	20,244,644	Butternut.....	1,444,418	Poplar and whitewood.	8,155,284
Oak.....	28,177,320	Hickory.....	845,940	Basswood.....	5,564,159
Ash.....	14,473,700	Cherry.....	1,068,054	Mahogany.....	319,480
Maple.....	3,712,080	Southern pine.....	4,065,328	Miscellaneous.....	3,942,435"

The stock on hand January 1, 1882, was reported to be 34,214,500 feet in the hands of yard dealers and 17,892,394 feet in the factory stock of fifty-two consumers, a total of 52,106,894 feet, or a little more than one-fifth of the estimated stock of the season. The report of stock on hand on the first day of the month throughout the earlier part of the year ranged at about 25,000,000 feet in the yards, until in August it reached 35,809,832 feet and reached high-water mark November 1, with 41,386,024 feet. The secretary of the Exchange in his annual report placed the hardwood receipts of the season at 300,000,000 feet, believing it to be a low estimate. The earlier months of 1883 showed a slight increase over the previous year, the monthly inventory being the indication, until the August report of 34,518,459 feet in the yards, gave evidence that stock was being accumulated for winter, but the year closed with a stock but 3,500,000 feet in excess of the previous year's figures. In May, 1884, the accumulations gave promise of a large increase, as shown by a May inventory of 32,000,000 feet, increasing by June to 37,693,015 feet, in July to 40,257,000 feet and by August to 44,944,000 feet, hovering in that neighborhood until January 1, when the inventory showed 47,146,194 feet. In his annual report for 1884 the secretary says:

* * * * * "Analyzing the receipts for 1884 I find that they embrace 28,530,000 feet of hardwood reported by lake and 197,000,000 feet by rail, which is a very conservative estimate. * * * From the foregoing it will be seen that the hardwood trade of Chicago aggregated in the neighborhood of 225,000,000 feet for the year, or about $12\frac{1}{2}$ per cent. of the total lumber trade of the city, the estimate being below rather than above the actual fact. The average monthly stock in yard, as reported at the beginning of each month was 38,737,781 feet, the smallest stock being reported April 1 at 31,716,678 feet and the January inventory showing 47,146,194 feet on hand. These figures will at once impress the mind with the folly of losing sight of so important a factor in the lumber trade of Chicago. In arrogating to itself the honor of being the most extensive lumber market of the world, it may justly claim it as regards hardwoods, as well as pine."

The yard dealers of 1885 included Richard B. Appleby, 10 to 24 North Morgan; L. V. Boyle & Co., 135 Halsted; T. D. Carter, 153 La Salle; W. B. Crane & Co., Johnson and Canalport Avenue; B. F. Croft, Canal and Eighteenth; P. G. Dodge & Co., 426 Lumber Street; Hatch & Keith, Twenty-first and Canalport Avenue; Hayden Bros., 400 Lumber; Holbrook Company, Eighteenth and Grove; G. T. Houston & Co.,

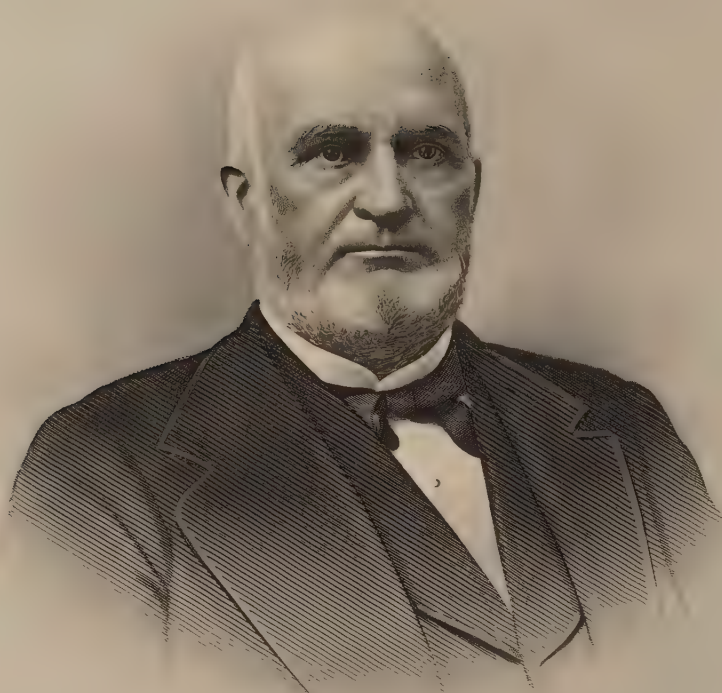
Seventeenth and Wentworth; Hungerford & Dean, Eighteenth and Canal; Johns, Steele & Co., West Fourteenth near Lumber; Robert Larkins, Twenty-second and Union Place; Josiah S. Leonard, South Chicago; M. & T. Lorden, Maxwell near Stewart Avenue; Thomas McFarland, corner Kinzie and Morgan; Messinger & Granger, Hawthorne Avenue and Reese; L. Miller & Co., Twenty-second and Lumber; Norwood & Butterfield (yellow pine), 385 Illinois; Rogers & Baldwin, 235 Cherry; J. Raynor (T. Schindler, agent, mahogany, rosewood, etc.), 287 Twentieth Street; Vinnedge Bros., Stewart Avenue and Maxwell; J. H. Wallace, Hawthorne near Reese; E. Washburne & Son (black walnut and gum), 171 West Kinzie; R. A. Wells & Bro., Twenty-second and Clark; George E. White & Co., Lake and Elizabeth Streets.

As mentioned in the general history of the lumber trade, the hardwood dealers of the city were induced in 1882 to take an interest in the work of the Lumberman's Exchange, Hatch & Keith being the first firm, and for several years the only hardwood firm to become members. In this year the statistics of the trade opened the eyes of the dealers in this branch of the lumber business of the city to its importance, and a number of them were induced to become members. W. Scott Keith was elected a director and H. N. Holden, Chauncey Keep and Philo G. Dodge were appointed a special committee to look after the interests of this branch of the trade. The appointment of Messrs. Keith, L. L. Miller, P. G. Dodge and R. A. Wells as an inspection committee led to the formulation of a set of rules for the inspection of hardwood, the labor on which, after one or two vain endeavors in committee of the whole, was left to W. Scott Keith and Secretary Hotchkiss, whose conclusions and formulated rules were later approved by the committee and reported to the board of directors, by whom they were adopted as the formal and authorized rules of the Exchange for the inspection of hardwood lumber. Subsequent modifications have taken place, but the rules then formulated met with the general approval of the hardwood fraternity throughout the nation, and have formed the basis of all rules upon the subject which have since been formulated. The first revision took place about a year after the first compilation, and in this George E. White took the place of Mr. Keith in active consideration of the changes which were considered advisable. In the records of the Exchange, we find the following memorandum by the secretary in opening a record book (1887) for the hardwood branch of the Exchange:

"Up to 1881 little or no attention was paid to the hardwood interests of the city. In 1882 a few dealers had been induced to join the Lumberman's Exchange, and were given representation upon the directorate, and in the formation of a committee on hardwood inspection, a code of inspection rules had been adopted defining the grades of different varieties of lumber. These rules were amended in 1884 and again in 1886. During 1885 and 1886 five dealers in hardwood joined the Exchange. In the month of December, 1886, an informal meeting of the hardwood dealers was held at the Grand Pacific Hotel, to consider the advisability of forming a hardwood dealers' association independent of the Exchange. The sentiment of the meeting developed

a preference for employing the machinery of the Exchange, the liberal charter of which, embraced provisions of excellence and advantage not to be obtained under a general act of incorporation. At a subsequent meeting a formal resolution was adopted to this effect and formal application was made for membership in the Exchange by L. V. Boyle & Co., Rogers & Baldwin, J. H. Wallace, Thomas McFarland, Vinnedge Bros., Washburne & Son, Rodney, Granger & Co., L. L. Miller & Co. and C. Messinger & Co., and on January 10, 1887, these firms were elected to membership. Previous to this time the following named firms had become members: Hatch & Keith, Holbrook & Co., R. A. Wells & Bro., Hayden Bros., Robert Larkins, George E. White & Co. P. G. Dodge & Co. had for two years previous been in active membership, but had at this time withdrawn. On January 15, 1887, a resolution was offered by George E. White, and adopted, requesting the board of directors to take formal action as follows: To authorize the members of the hardwood branch to take from time to time such action as should be by them considered desirable, without the necessity of calling a meeting of the board of directors, appointing the hardwood membership a general 'committee on hardwood,' with full power to appoint sub-committees and committees of inspection, arbitration and appeals; to make rules for its own government not in conflict with the rules of the Exchange; to keep its own records, and to take such action in reference to the hardwood business as shall seem to such committee desirable, the executive officers of the Exchange to be authorized to carry into effect any action of such committee under its rules, and to declare that the action of said committee on hardwoods under its rules shall have the same force and effect upon the members of the Exchange as if taken by the board of directors direct. A representation of two members of the directorate, two of the five members composing the boards of arbitration and appeal, was also requested. On March 5 the secretary reported that the board of directors had acceded to the request of the dealers, and the 'Hardwood Dealers' Association' was organized by the recommendation of D. S. Baldwin and R. A. Wells, as the representatives of the association in the directorate of the Exchange, J. H. Wallace and C. L. Washburne as members of the committee of appeals, and C. Boyle and R. Larkins upon the committee of arbitration. Rodney Granger, George E. White, A. R. Vinnedge, R. Larkins and H. S. Hayden were certified as the choice of the association as a committee on hardwood inspection. It is needless to add that at the annual election of the Exchange a few days later these selections were confirmed. About this time a suggestion was made for the holding of a national convention of the hardwood lumber dealers of the United States, but after considerable correspondence the matter was dropped."

It is not necessary to follow the vicissitudes of the hardwood association in detail. No great amount of enthusiasm has at any time been evoked, while much good in matters pertaining to the trade has been accomplished. From May, 1887, to January, 1888, no quorum was obtainable at the monthly meetings. At a meeting held February 1, 1888, a resolution was adopted favoring the admission of hardwood lumber from other countries free of duty. W. Scott Keith was elected chairman for the ensuing year, but, positively declining, Rodney Granger was given that honor. George E. White and Clarence Boyle were nominated upon the directorate. The minutes for 1888 show considerable business and a number of meetings. On the 17th



Philetus Sawyer

of December, 1888, a meeting was held at Room 420 First National Bank building, at which there were present: W. B. Crane, Charles L. Miller (son and successor of L. L. Miller, 1857-58), Clarence Boyle, Edgar Washburne, Charles Hayden, M. Vinnedge, A. R. Vinnedge, P. G. Dodge, Henry S. Hayden, Geo. E. White, W. Scott Keith (of Hatch & Keith), Rodney Granger, and S. E. Whitely (of The Holbrook Company), for the purpose of taking steps to form a more vigorous association than the connection with the Exchange had developed. George E. White was called to the chair, and E. E. Hooper, secretary of the "Lumber Dealers' Association," was named as secretary. After some discussion it was resolved:

"That we hereby agree to organize an association to be called the 'Chicago Hardwood Yard Dealers' Association,' and agree to pay each our portion of the expenses of the association, not to exceed the sum of \$75 per year to each individual or firm."

A board of directors to serve one year from December 1 was elected, comprising H. S. Hayden, A. R. Vinnedge, George E. White, Philo G. Dodge and Clarence Boyle; and they were instructed to procure permanent quarters for the association. Messrs. Boyle, Vinnedge and Keith were appointed a committee on by-laws, and Messrs. Hayden, Granger and McFarland a committee on membership. After adjournment the directors met and elected Philo G. Dodge, president; George E. White, vice-president; C. Boyle, treasurer; and E. E. Hooper, secretary. Negotiations were ordered with the "Chicago Pine Yard Dealers' Association" looking to the use of rooms and the services of a clerical force in common, and those present obligated themselves to the extent of \$800 per annum toward the expenses. It was on January 12, 1889, decided to increase the directorate to seven, and Mr. DeKay, of Messinger & Co. with A. W. Frost, were elected to complete the number. At the next annual meeting, however, the number was again decreased to five. The work of the association consisted of discussions as to the best means of promoting the interests of the trade, price lists were adopted, railroad rates and regulations discussed, and general action looking to the good of the trade adopted. At the close of the fiscal year, December 9, 1889, George E. White, A. R. Vinnedge, C. Boyle, H. S. Hayden and Harvey Wilce were elected directors; George E. White became president and A. R. Vinnedge vice-president. By this time it had been discovered that the charter of the Lumberman's Exchange was of greater value than it had been esteemed, and on January 31, 1890, a resolution was adopted appointing a committee to confer with the Pine Yard Dealers' Association, and also the Lumberman's Exchange, looking to a consolidation of the three bodies under one management, but nothing came of this until December 16, 1890, when the following resolution was adopted:

"*Resolved*, That we consider it for the best interests of the hardwood trade of Chicago that there should be a consolidation of the three organizations, viz.: Lumberman's Exchange, Chicago Yard Dealers' Association and Chicago Hardwood Deal-

ers' Association, under one head or association, provided that all matters pertaining to the hardwood lumber interests be placed in the hands of the hardwood members."

This was unanimously adopted and the suggested consolidation accomplished, the Hardwood Association becoming a committee of the "Lumbermen's Association of Chicago," electing officers and transacting business as though an independent body. A. R. Vinnedge, C. Boyle and George E. White were chosen to represent the hardwood interests upon the board of directors. George E. White was elected chairman for the year. Meetings were held during the year and matters of interest to the trade discussed.

For 1892 Messrs. C. Boyle, H. S. Hayden and R. A. Wells were selected as directors, and Mr. Boyle was made chairman.

During this year good progress was made in systematizing the inspection department, placing the inspectors under the control of the secretary, who should assign them work according to priority of arrival at his office; rules for their guidance, forms of tally sheet and certificates, etc., were adopted and other valuable work in the interest of the hardwood trade consummated. For 1893 the hardwood branch elected as a committee, John Riehl (of the Keith Lumber Company), A. R. Vinnedge (of Vinnedge Bros.), F. L. Bryant (of Ames & Frost Company), George T. Houston (of Houston Bros.), and E. P. Dodge. Allan R. Vinnedge, who had been elected vice-president of the Lumbermen's Association, was made chairman of this branch for the ensuing year. An excellent reform in requiring candidates for inspection certificates to undergo expert examination, was at this time reinaugurated (a former endeavor in this direction having for several years been a dead letter), and on test, John Lorden, Julius Walther and William P. Bolton were duly licensed as competent inspectors of hardwoods. It will be inferred from all that has preceded that this branch of Chicago's monstrous lumber trade had assumed vast proportions in its distinctive character, but a *resume* of the receipts of 1892 will be necessary to fully comprehend its extent, viz:

	Feet.
Received by rail from all sections, miscellaneous hardwoods.....	390,987,900
Yellow pine (from the South).....	97,454,700
Received by lake (mostly Michigan and Wisconsin).....	144,376,900
Total hardwoods.....	632,819,500
White pine, Norway and hemlock.....	1,617,478,500
Total Chicago receipts 1892.....	2,250,298,000

Of the work of the hardwood branch in 1893 but little can be said. At the annual meeting in March Allan R. Vinnedge was elected vice-president of the Lumbermen's Association, and but a few weeks later, upon the death of Thomas H. Shepard, who had been elected president, Mr. Vinnedge, was at a special meeting called to fill the vacancy, elected to this honorable position, being the first representative of the hardwood interest to be thus honored. This was no less a tribute to the grow-

ing interest and importance of this branch of the lumber business of the city than a deserved compliment to one of its most energetic and useful members.

It is scarcely to be denied that the hardwood branch is destined to become the more prominent as the years roll by. The decadence of the pine lumber business is inevitable with the rapid extinction of the forests, which are not reproductive. Hardwoods, on the other hand, are not only naturally reproductive, but are capable of cultivation, and the fact is coming to be more and more appreciated, that the planting of a forest of many varieties of hardwood timber will provide an heritage for children's children, of greater permanent value and utility than an entailment of lands or money. The hardwood business of Chicago is destined to a growth the permanency of which is measureable only by the stability and growth of the nation.

We have thus traced from its inception one of the largest branches of Chicago's commerce, a trade which has looking to it for supplies not only the vast extent of interior finish demanded in the many elegant buildings of the second city of this continent, but which supplies no less than two hundred manufacturers of furniture, giving employment to thousands of artisans, with perhaps nearly an equal number of wagonmakers and repairers, besides a vast army of woodworkers in various branches of trade, not only in the city, but in that great range of country which extends from the Atlantic to the Pacific Oceans, forming a no insignificant factor in that mighty trade in forest products which is now estimated to reach a total value of fully \$1,000,000,000 per year, in its distribution throughout the United States.

In striking contrast with the difficulty of disposing of so small a quantity of black walnut, as the 500 feet which could find no purchaser in 1845, and of the attempt in 1860 to smuggle black walnut plank into a contract for oak at \$15 per thousand feet, we may note one sale in June, 1894, of a single black walnut tree yielding two fourteen-foot and one six-foot log scaling 532 feet log measure, which yielded 15,968 feet of veneers cut one-thirtieth of an inch in thickness, and was sold to a furniture manufacturer for the sum of \$1,916.16, or \$120 per thousand veneer measure, and may still further point to the estimate of 632,819,500 feet as the volume of hardwood handled by the hardwood dealers of Chicago in the year 1892.

THE COMMISSION LUMBER TRADE OF CHICAGO.

For several years after lumber began to arrive at Chicago it was sold direct from the vessel, and when the small craft of that day had lain at the banks of the river or at the docks (when these were built) until the skipper or owner (the two being combined usually) became tired of waiting for his customers to come and take his cargo by the wagon load from the river bank, the small docks of Newberry & Dole were utilized for its storage. As a rule, time was of little object to the vessels which inaugurated the lumber trade of this city, the commerce of the city being in propor-

tion to its sparse population, and the craft which plied its waters was usually one, the owners of which had less thought of making money than of getting a bare living. The lumber which was picked up at St. Joseph, and later at Muskegon, Grand River and other points, was for many years small in quantity, coming from mills equally small in capacity, and it was several years before extensive docking facilities were demanded for its reception, or commission dealers for its disposition. In the earlier history of the trade the carrying of lumber was confined to craft of from ten to thirty thousand feet capacity, and in some cases at least, the owner and master was also the lumber manufacturer, who sawed out enough at his mill to load his small craft, and his single helper at the saw mill became his crew to load and transport it to market. Hence for several years the captain of the vessel being the owner of the cargo, could take his own time to sell or to unload, as the demand might dictate. The voyages of these small crafts were necessarily confined to the near-by ports of western Michigan, or perchance after 1840 to some points in Wisconsin, only a larger class of vessels (now numbered among the smallest of the lake fleet) daring to brave the dangers of a trip through the straits of Mackinaw or Lakes Huron and Erie. The demand for a larger class of vessel did not arise until the advent of the pushing driving Chicagoan of a later day, who expected to live only about one season and endeavored to make his fortune in that time. With the rush of emigration to the West, however, there was a waking up to the realization that one must keep up with the procession or be swamped by the incoming tide of settlement. Until that day there was no need for the commission dealer as he has since come to be known and appreciated. As the trade increased and manufacture more extended, owners came with their cargoes, and perchance called in the aid of a friendly yard dealer, who, not desiring to purchase for himself was not averse to aiding the seller to look up a neighbor who might be in need, and for this service receive such compensation (if any) as the obliged party was disposed to pay him, it being a matter more of friendship than of business. The first who appears to have seen an opportunity for making a business out of the needs of the manufacturer, at least so far as we find record, appears to have been James P. Allen, who is named in the city directory for 1853-54 as "Inspector and wholesale commission lumber dealer, Lake and State, near the Fort; office at Lake, South Water and Market; docks on South Branch, between Harrison and Polk."

About 1855 Samuel Johnson, a vessel owner, had cargoes consigned to him for sale, and is rated for several years as a commission dealer. In the directory for 1855-56 we find the advertisements of several firms who designate themselves as wholesale and commission dealers, as Hilliard, Howard & Morton; John Garrick ("cargoes sold on commission"); James P. Allen, "wholesale commission dealer;" James H. Mills, "lumber, commission merchant and dealer, etc.;" John Volk & Co., "dealers and commission merchants;" J. L. James & Co., "commission merchants and dealers in lumber, coal and grain."



John Harrison Loomis

In none of these cases do we find any promise of "liberal advances on consignments" such as became the custom a few years later. It was probably the fact that the commission dealers had not yet acquired the wealth nor the bank credit, nor yet that measure of confidence in the manufacturers, which would enable them in the one case, or warrant them in the other, to make such advances as the developments of trade in the succeeding years made necessary to a successful prosecution of a commission business, Blanchard & Borland being among the earliest (1864) to inaugurate the system of liberal advances of this nature. R. K. Bickford (of the present firm of Bickford & Knox) began in 1855, as a clerk for C. Mears & Co., and in 1858 we find him noted as a "yard dealer and inspector" (Bickford & Horton), and a year or two later we find the firm of Bickford & Tildesly still in the yard trade, but also doing a commission business. R. K. Bickford in 1855 engaged in the commission trade in connection with the measuring and tallying of lumber, for which he gave employment to four men and as many tally boys, occasionally hiring men from the lumber yards to assist when the receipts were abnormally large. His commission trade in 1855 reached 15,000,000 feet, while his tallying and measuring ran up 50,000,000 feet. In 1856 Mr. Bickford's commission trade ran up to 40,000,000 feet, and the yard dealers who had hitherto been willing to assist the shipper in finding a customer, surrendered this branch of the business to those who made a specialty of it. About this time a regular commission of two and one-half per cent was established and has been the ruling rate to the present time, varied from according to circumstances in individual cases. With the establishment of regular commission houses, the custom of sellers accompanying their cargoes did not immediately cease, the necessity for an immediate use of the proceeds, no less than a desire to superintend the sale in person, in many cases, with perhaps, too slight knowledge of the consignee to place implicit confidence in him, caused a continuance of the custom, which gradually ceased as the trade increased and confidence was established in the new order of doing business. At this time (1855) John Garrick and R. K. Bickford appear to have enjoyed a practical monopoly of the lumber commission trade, and lumber was shipped to them from west Michigan and Green Bay points, and as well from Port Huron (then one of the leading points of production), Lexington and the Saginaw River, at which points the larger class of vessels carrying grain to ports on the lower lakes were accustomed to call in search of return cargoes, the navigation of Lake Michigan being considered too dangerous for unballasted craft, it being a common custom with many of them to load sand at Buffalo rather than brave the danger of returning light. The depressed times resulting from the panic of 1857 presented little inducement for an increase in the number of dealers in either branch of the lumber trade of the city, but with returning prosperity Mr. Garrick conceived an idea which in its carrying out, added one of the most important features to the business of the city, and one which will remain as long as the trade exists. Mr. Garrick obtained a lease from William B. Ogden of the dock frontage on the south side

of the main river between the Wells Street and the Lake Street bridges and there established what has ever since been known as the Cargo Market, the legitimate stopping place for all vessels whose cargoes of lumber seek a purchaser. These docks remained under the control of Mr. Garrick for several years, a small fee being charged for their use, until the organization, which was formed by the lumbermen, took them off Mr. Garrick's hands and has continued their use to the present time. The expense attending this branch of the business is defrayed by a pro rata assessment upon all cargoes stopping at the docks, as reported to a committee annually appointed to take charge of it. From 300,000,000 to 350,000,000 feet of lumber, with from 100,000,000 to 150,000,000 shingles and a vast quantity of lath, ties, bark, telegraph poles and other products of the forest, annually find market at these docks, in the immediate neighborhood of which are located the offices of the commission dealers.

In 1861 E. M. Doubleday secured a large commission trade from the Grand Haven mills, and about this time William Blanchard, who had previously operated a yard near the present site of the Polk Street bridge for the sale of wood and lumber, became the consignee of Dean & Borland, shingle manufacturers of Carleton, Wis., and this soon led to the formation of the firm of Blanchard & Borland, which continued until the death of Mr. Borland in 1881. This firm was among the first to inaugurate the custom, which soon became general among the dealers in this branch, of advancing money to the manufacturer to enable him to lay in his winter's stock of logs, the advances to be repaid from the sale of the lumber when brought to the market. About this time (1859) S. A. Irish began a commission and yard business, in which he was for many years a prominent and highly respected operator, being succeeded by Irish & Fuller (S. R.), and in 1868 by Irish & Sinclair (Geo. F.). Upon the breaking out of the War of the Rebellion John Mason Loomis, of the firm of Loomis & Ludington, with mills at Pere Marquette (now Ludington) and Manistee, Mich., was active in raising the Twenty-sixth Regiment Illinois Volunteers and was appointed colonel of the same, serving gallantly in the field for three years. Returning in 1864, to find his former business in a demoralized condition, he entered the commission trade in which he was, in 1870, joined by John McLaren who had been his book-keeper since 1865, and the firm of John Mason Loomis & Co. became one of the most prominent, prosperous and reliable of Chicago's many enterprising business houses. On the retirement of Col. Loomis in 1885, Mr. McLaren continued the business in connection with Thomas G. Morris, and McLaren & Morris for the succeeding three years maintained the high reputation of their predecessors, until the withdrawal of Mr. McLaren in 1888, when the present firm of T. G. Morris & Co. was established.

Soon after the close of the war J. C. Maxwell, who had a mill at Grand Haven and another at Pentwater, Mich., opened an office for the sale of his own mill products and in connection therewith included a general commission business. For a

year or two James Farr, William B. Phillips and S. A. Brown are noted as operators in this branch, and about 1866-67 O. Brewster, William Meglade and James Fraser are noted as operators. In 1868 Carter & Jones made a specialty of the commission trade in shingles. In 1872-73 William Ruger and John Durgin entered the arena and are still engaged in the business. In 1872 H. G. Billings opened an office and was succeeded by the present firm of Frank Porter & Co. Peter Fish, who is mentioned as receiving the appointment of chief inspector from the Lumberman's Association in 1874, also carried on the business of a commission dealer until the rules of the Exchange forbade inspectors being interested in cargo sale or purchase. William L. Southworth, who was for many years the efficient but unpaid secretary of the Exchange, in which his services were of great value, was also a commission dealer and for many years a member of the firm of Fraser & Southworth. N. A. Haven, was the first secretary of the Lumberman's Board of Trade under its primary organization (1859) under the laws of 1849, was also a commission dealer in connection with yard storage. Mr. Haven is now doing a lumber business in New Orleans. As the years rolled by, the number of those engaged in this branch of the lumber industry increased to an extent which makes it undesirable to attempt to specify. The commission branch is in the hands of able and intelligent men of capital, so far as the pine lumber business is concerned, as, indeed, it is almost a prerequisite to its successful conduct that the dealer should be able to make ample advances upon consignments, not alone during the season of shipping, but as well during the winter, when his consignor may require advances to enable him to prosecute his winter's lumbering. This condition however, does not exist to the extent which prevailed in former days, as increased prosperity has rendered the manufacturer more independent. The vast improvement in saw-mill machinery, enabling not only the more perfect manufacture, but as well the more economical, leading as it has to an increase of production keeping fully in pace with the increase of population and wealth, while leading to greater saving in stock through the use of finer saws and labor-saving machinery, all have combined to place manufacturers on a more independent basis, as a rule, while there are many, still, who demand the services of the commission man and his facilities for obtaining money. During late years in the introduction of the products of the South numberless commission firms, many of whom are of limited capital, have opened offices at various points in the city and solicit consignments from Southern manufacturers. Many of these are reputable and reliable, but, as must inevitably be the case, an occasional sharper is found in their ranks, whose fraudulent practices have the effect to throw discredit upon the more reputable; the number embraced in this class is, however limited, the dealers as a class comparing favorably with dealers in other branches of trade.

PLANING, SASH, DOOR AND BLIND DEPARTMENT.

In Rudd's Business Directory for 1839 we find the first record of the manufacture of sash, doors and blinds in the young city, in the paragraphs: "Colvin, Edward

B., door and sash maker, Dearborn and North Water Street;" "Miltimore, Ira, steam sash and door factory, South Branch." In the Fergus reprint (1883) of the 1839 directory, it was assumed that Rudd had omitted many names which he should have included, and the memory of old inhabitants was called in play to supply the omission, and we find, in addition to the names of Colvin and Miltimore, those of Jacob Beidler and Francis McFall, but as Mr. Beidler did not come to Chicago until 1844 we may reasonably assume that the record made by Mr. Rudd was the more nearly correct.

The next available record is a reprint by Fergus of "Norris' Business Directory" of 1846, which notes:

Beidler, Jacob & McKee (James), S. D. B., South Water Street; McFall, Francis, Randolph Street, Second Ward; Rossiter, Newton, South Water, northwest corner of Franklin; Foss Bros. (Robert H., John P., Samuel T. and William), Market, between Washington and Madison, on river; Price, William H., Clinton, near southwest corner of West Randolph.

A directory for 1851 (the property of A. T. Lay, Esq) gives the following record, under the head of sash, doors and blinds:

McFall, J., Franklin and Randolph; Salisbury & Steinhaus, 214 Randolph.

Under the head of planing mills:

Noble, George W., Clinton and Randolph; Foss Bros., Canal and Monroe; Holbrook & Dickinson, Adams Street.

That there were no others at this date can hardly be credited, in view of the fact that the 27,000,000 feet (estimated) receipts of lumber in 1846 had increased to 100,364,779 feet in 1850 and to 125,056,437 feet in 1851, while the City Directory for 1853-54 names the following list:

Brown, John, sash and doors (carpenter's shop), Randolph, between Union and Halsted; Danner, Carl, sash and doors; Dederick, Frederick, sash, doors and blinds, Canal and Washington; Foss Bros. (planing), Clinton, between Washington and Randolph; Stewart, A. & Co. (J. F. Temple, agent,) (planing), between Adams and Jackson.

Only four years later we find a large increase in the number of factories and of planing mills, an increase commensurate with the stock of 459,639,198 feet, which comprised the lumber receipts of 1857. The directory for 1856-57-58 gives the following names of operators in these departments, under sash, doors and blinds:

1856—Abbot & Kingman, 520 and 522 South Clark (also planing); Aldrich, Warren, Indiana, near Payton; Brown, John, 178 West Randolph; Bruns, Bernard, corner Halsted and Kinzie; Cleveland & Russell, 74-76 Fulton; Cobb, Nathan. (1858) Cobb, Gage & Co., 144 South Canal (planing); Dederick, Frederick, corner Canal and Washington; Ballard, Addison, Market, near Taylor (planing); Fillman, Louis, South



Wm. A. Pittsides

Canal, near Mitchel (now Fourteenth); Goldie, William, 224 Monroe, (planing); Goodwillie, David, Ohio, corner North Franklin (planing); Goss & Phillips, Clark, corner Twelfth, 42 South Franklin; Hall & Winch, South Wells, corner Charles (planing); Hall, Richards & Clapp, Johnson's building, State (planing); Keil, John P., Sedgwick, near North Avenue; Loubmyre, John, Canal, between Lake and Fulton; Marquett, William, alley, rear Wright, corner Canal; McFall, F. & Co., Market, corner Tyler; Munger & Burrows, South Union, near West Madison; Pierce, Edwin, Madison, near Carpenter; Roelle, Frank J., 351 South Canal; Roelle, Francis J., 63 South Canal; Somer, Jacob, 110 Ontario; Van Vlack, Egbert B., 329-331 South Canal (planing); Van Vlack, T. W. & Co., 11 North Wells; Walter, Martin, Randolph and Clinton; Wilcke, J., Canal and Jackson.

In addition to the above there are named in connection, but under the caption simply of planing mills:

Aldrich, Warren, 41 Indiana; Blackwell, Samuel B., State, near North; Brewer & Co., North Jefferson, near Carroll; Chapman, George W. & Co., 155 South Canal; Flagg, G. A. & Co., 399 South Wells; 1856—Foss & Bros., South Canal, corner West Monroe; Gage, J. & Co., corner Adams and Carroll; Herbert G. & Co., Polk near bridge; Hatfield, Moses C., North Jefferson, corner Hubbard; Hurlbut Planing Machine Company, Clark near North; Jennings, G. W., Ohio and Franklin; Lamb & Haughton, North Jefferson, corner Fulton; Mason & Lamb, Jefferson, corner Fulton; McCammon & Plumsted, North Desplaines, near West Lake; Merrill & Poiner, North Jefferson, near Fulton; Noble, George W., South Canal, near West Monroe; Robinson & Marsh, Stewart Avenue, near Old; Sawyer, Cobb & Co., 158-160 South Canal; Smith, S. & Co., Payton, near Ontario; Smith, James L., Payton, near Ontario; Stewart, A. & Co., Canal, between Adams and Jackson; Tarr, John B., South Franklin, corner Van Buren; Temple & Wright, West Polk, corner South Canal (pump works).

To Ira Miltimore in 1839 undoubtedly belongs the honor of establishing the first manufactory, using steam power, for the manufacture of sash and doors, blinds being in those days a useless if not unknown luxury. We may entertain as little doubt that Foss Bros. in 1844 erected the first planing mill in the city. An original copy of "Norris' Chicago Directory for 1844," the preface bearing date 1843, so that we may reasonably conclude that it was intended as a directory of such as were residents during 1843 and 1844, gives the names of "Peter Nelson, sash maker," "William Price, sash factory, South Water Street west of Clark," and no others in this line of business. This directory, by the way, was no doubt the first city directory with a detailed list of citizens, with their line of business and location of residence, the Rudd Directory of 1839 being a business directory only. This view is confirmed by the publishers' preface to the publication of 1844, in which he expresses doubt as to the readiness of the public demand for such a directory, a doubt the correctness of which is confirmed by his publication of simply a "Norris *Business* Directory and Statistics of the city of Chicago for 1846, third year of publication," in place of a detailed and alphabetically

arranged list of citizens. In June, 1859, in addition to the names heretofore recited, we find the following named firms and individuals mentioned:

Baker & McEwen, 243 North Wells Street; Baldwin & Co., North pier, foot of Michigan; Boggs, Charles T., Lumber, near Twelfth; Cobb, Nathan, northwest corner Hubbard and North Jefferson; Gage & Soper, southwest corner Van Buren and Franklin; Goss & Phillips, Clark, corner Twelfth; Lamb, Peter B., 329 South Canal; Lull & Holmes, Canal and West Monroe; Marsh & Robinson, Stuart Avenue, near Old Street bridge; Mayo, Simeon, West Twelfth, corner Lumber; Pettit, Hubert, South Clinton, near Randolph; Ridell, Archibald, 229 State; Robinson, James, Stewart Avenue, near Old; Rucker, Edward A., Jefferson, corner Carroll; Stewart Bros. & Co., 144-148 South Canal; Temple, J. F., South Canal, corner Polk; Walker, Charles, Beach and Mather; and to the list of exclusively sash, doors and blinds manufacturers: Brown, John, 178 West Randolph; Cole, Peter, east side Arnold near Cass; Coombs, Merry & Co., State, near the bridge; Deddrick, H. & C., Mather and Beach; Edwards, James & Co., 329 South Canal; Neidhardt, Herman, White, east of Green Bay; Stahl & Burnett, 329-331 South Canal; Traughtwine, John, north side of South, near Wentworth Avenue; Waldo, Martin, 195 Blue Island Avenue.

A still further addition is found in 1860, when the following firms are added to the list of planing mills and sash, door and blind manufacturers:

Chapman, G. W. & Co., 155 South Canal; Clark & Rusco, Griswold near Taylor; Foss & Bros., South Canal, corner West Monroe; Hatfield, H. Moses C., 162 North Jefferson.

To follow the additions and changes which occurred year after year would demand a larger volume than is necessary for recounting the more important general history of the trade, but passing over the period of pioneership, to that of the new era which arose after the great fire of 1871, we may pause to say that the mutations which are elsewhere noted in connection with the lumber trade, applied equally to the planing mill and sash, door and blind departments. The panic of 1857 was felt in all its force, and the manufacturing lumbermen were in no better condition than those of the general trade. The dullness continued until 1863, when a general revival of the lumber trade gave added impetus to the work of the manufactories. This met with no check until the fire of 1871 and the panic of 1873, both of which bore heavily upon the Chicago mill men. The fire destroyed the factories of Peterson, Springer & Co., S. D. B., Bremer, corner of Elm; D. Goodwillie, S. D. B. and planing, with box factory, Kingsbury and Ontario; J. Bartelme & Sons, S. D. B., 143-145 Larrabee; Jenck & Meyer, S. D. B., 343 Sedgwick; P. C. Campbell, S. D. B., 404 North Wells; James Farson & Son, S. D. B., 8 and 10 Market; T. H. & A. L. Brown, S. D. B. with pine and hardwood lumber, 208 East Van Buren; Davis & Mason, 236 South Water; T. J. Roelle & Son, S. D. B., 351 South Canal; Chapin & Foss, Canal and Van Buren; and the lumber yards of the Peshtigo Company, North Pier; John Sheriffs & Son, 200 South Canal; H. N. Holden, hardwood, corner Jackson and Market; Street & Chatfield, Roberts

Street, between Huron and Superior; Mears, Bates & Co., Polk, near Beach Street, and at the Kinzie Street bridge; and Addison Ballard, Market and Monroe Streets. The rebuilding of the city gave a much needed impetus to every branch of business connected with the supply of building materials, and it is safe to say that those who continued, recouped their losses within a couple of years at most. To follow out the details of the planing-mill industry from the great fire of 1871 to the present day would fill a volume of itself. The number of machines now in operation in the city reckons up into the thousands, and may be found not only in the planing mills, but in innumerable box factories (whose product consumes not far from one hundred million feet of lumber per year), furniture factories, wagon manufactories, toy factories, and in fact in every branch of the woodworking industry of a city consuming from a billion to a billion and quarter feet of lumber annually. The City Directory for 1894 contains the address of over one hundred persons and firms under the designation "Sash, Doors and Blinds." These in some cases, indeed many, include those mills which do custom work in planing, as well as the work of the factory itself. There are vast numbers which are either connected directly with the lumber yard of which the owner is a proprietor, or are employed exclusively on work for adjacent lumber yards.

With the adoption of the policy of charging freight by weight rather than by measure, came the necessity not only for dry lumber, but as well its surfacing, the reduction in weight being a saving of more than the difference in freight if shipped in the rough. It may be asserted with safety that at least eighty per cent of the lumber now disposed of by the yards of Chicago passes through the planer either for sizing, surfacing or dressing into flooring, so that the planing-mill industry has kept pace with the increase in the lumber trade in general.

For several years an endeavor was made by the manufacturers of Chicago in common with those of the Northwest to maintain a Sash, Door and Blind Association for the purpose of restricting production and maintaining prices, but its operations were largely desultory and its accomplishments slight. There was too large a number of small operators who declined to join and be bound by the action of the association, and these, encouraged by a large clientage of "jobbers" and retail dealers were sufficiently powerful to nullify the action of the association, however beneficial it may have been. The association has given no signs of vitality for several years and even its records afford no intelligent data for the historian.

LUMBER JOURNALS.

It is doubtful if any one agency has had a greater or more beneficial influence upon the destinies of the lumber trade of Chicago than that which has been exercised through the medium of her lumber journals.

As a rule lumbermen, especially manufacturing lumbermen, throughout the land

were indisposed in the earlier days to advertise their business in the public press. As with the medical fraternity, it was to some extent considered undignified and unprofessional to make public announcement of the goods on sale. That this sentiment did not, even in the earlier days, extend to the retail dealers of Chicago, is shown by the liberal patronage given to the publishers of the City Directory for 1855-56, in which we find the cards of thirty-seven lumber dealers, two planing-mill firms and two manufacturers of sash, doors and blinds; but the effort was evidently spasmodic, as but nine dealers, seven planing mills and three sash, door and blind manufacturers are represented in the directory for 1857-58, and about the same proportion to the whole number is preserved throughout succeeding volumes.

It should not be omitted in this connection to mention that in 1858 Nathaniel A. Haven, then secretary of the unincorporated Lumberman's Board of Trade, of Chicago, conceived the idea, and for some months published a weekly sheet which he called, *The Lumberman's Advertiser*, a small paper devoted at first wholly to the city lumber trade. Mr. Haven was a lumber commission merchant with office in the Lind block on Market Street, corner of Randolph, and conceived the idea that such a paper would be an aid to his business and a benefit to the trade at large. So favorably was the idea received that some sixty lumber firms gave him cards of their business, paying from \$10 to \$20 per year for the same, according to the space occupied. Mr. Haven was a large buyer for St. Louis and other Southern merchants, and his *Advertiser* found quite a circulation among them at a subscription price of \$1 per year. The earlier issues of the paper were printed upon Mr. Haven's letter paper, but with increasing support it took the form of a small newspaper and received general advertisements. This publication continued until the breaking out of the war, when lumber having dropped to about \$5 per thousand, and corn to 10 cents a bushel in the West, Mr. Haven discontinued his lumber business and with it his publication.

In 1871 Henry S. Dow established the *Lumberman's Gazette* at Bay City, Mich., and enlisted the assistance of George W. Hotchkiss, who had for over twenty years been engaged in various departments of the lumber trade and as an editorial writer, Mr. Dow having no personal knowledge of the business. At about the same time, and in imitation of Mr. Dow, J. Henry Simonds, of Boston, began the publication of a journal called *Lumber Trade*, at that point. In February, 1873, William B. Judson and Benjamin Waite commenced the publication of a monthly journal called *The Michigan Lumberman*, at Grand Rapids, Mich., removing to Muskegon after the first issue of the paper. Mr. Judson had at that time little or no knowledge of the lumber business, but was proficient in speedily learning its secrets, while Mr. Waite was an old Pennsylvania lumberman, thoroughly indoctrinated in the mysteries of the trade. In this connection we may say that Mr. Waite's career in life would prove an excellent foundation for a sensational novel, from the time of his arrest in Canada (1837) as a rebel who was tried, convicted, his sentence of death commuted to banishment; his escape



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from Van Dieman's Land in an open boat after several years in the penal colony, and at a time when his faithful wife was on her way to him, the bearer of a pardon from Queen Victoria, his rescue by a passing ship in mid-ocean, and his subsequent career as a lumberman in Pennsylvania, Michigan and Canada to the present day, when, at a ripe old age, he witnesses the wonderful development of a nation which he has so greatly suffered to build up, his history would fill a volume of thrilling and interesting chapters. After publishing eleven numbers of the *Michigan Lumberman*, Mr. Judson purchased the interest of Mr. Waite and removed the office to Chicago, where, in January, 1874, the name was changed to the *Northwestern Lumberman*, and at the end of twenty years it is recognized as the leading journal of the fourteen, in various parts of the land, which are devoted to the interests of the lumber trade, in forest, mill, lumber yard or wood-working factory. The history of the *Northwestern Lumberman* has been one of vicissitudes and a struggle for existence, eventuating as all such gallant struggles, wisely directed, are sure to do, sooner or later, in the brilliant success which in the later years has given it the reputation of the handsomest in appearance, the most enterprising in new ventures in the journalistic line, and the most reliable of the myriad of class journals to be found as the representatives of every branch of the multifarious industries of our country. It was not always in a position to vie with the pictorial journals of the day in the use of high-art illustrations, nor did it in its early years secure that favor among lumbermen to which it was entitled. An examination of the issues of its first ten years of publication reveals a sparseness of advertising patronage by lumbermen, which shows the slight estimation in which their representative journal was held. But if the lumber dealers were slow to appreciate the benefits of advertising and the value of a class journal devoted to their interests, the manufacturers of machinery did not fail to recognize its value as a medium for introducing their manufactures to the notice of mill owners, and manufacturers of lumber soon came to realize that if they would keep advised regarding new and economical devices for lessening expenses, adding to the capacity of their mills, or saving a larger proportion of their timber resources, they could not afford to ignore the lumber journals. For several years the Chicago dealers were averse to making public the statistics of their monthly volume of trade, and in 1874 the Lumberman's Exchange, by formal resolution declined to supply any statistics for publication in the *Northwestern Lumberman*, but a year or two later came to a realization that knowledge is power, and instead of withholding, gladly supplied legitimate information.

The volumes of the various lumber journals now reveal the fact that the present generation of lumbermen is awake to the value of printer's ink, and to its use in the trade papers, not more in the extension of trade than in pointing out new channels of forest supply and adaptability of hitherto considered, useless products. After the retirement of Mr. Waite from the *Northwestern Lumberman*, Mr. Judson associated with him Mr. E. C. Dicey, and his father-in-law Rufus King, and until the retirement of

Mr. Dicey, in 1875, the paper was published by Judson, Dicey & Co., and later by Judson & King, the latter firm continuing until 1877, when the "Lumberman's Publishing Company" succeeded, continuing until 1880, when Mr. Judson became sole proprietor, and so continues. From the inception of the journal in 1873 Mr. Judson has been the responsible editor, and his assistants in that capacity have been Benjamin Waite, a practical lumberman; Col. M. Mudge, a journalist; J. J. Fitzgerald, a wide-awake man who had spent much time in saw mills; A. H. Hitchcock, who began his career as a clerk in the office, and is now editor of *Hardwood* (of which hereafter); George W. Hotchkiss, a practical lumberman; and finally by Met L. Saley, who has occupied the editorial chair since 1881, and who, if not educated in the saw mill and lumber yard, has proved so apt a scholar that the paper in his hands has become a recognized power in the trade, as well as a most readable journal.

In 1882 S. D. Morgan began the publication of a semi-monthly known as *The Lumber Trade Journal*, which in 1887, after many vicissitudes, passed into the hands of a joint stock company, of which George W. Hotchkiss became president and editor, and Walter C. Wright, secretary and business manager. This journal ran a successful course until the spring of 1894, when Mr. Hotchkiss disposed of his stock in it to Boling Arthur Johnson, who had for several years been connected with the journal in a reportorial capacity, and in view of the increasing importance of the Southern lumber industry, the office of publication was removed to New Orleans, the first issue from that point being dated July 1, 1894.

In 1886 Allen H. Hitchcock and James E. Defebaugh commenced the publication of the *Timberman*, a weekly journal which has achieved a phenomenal success. During the following year (1887) Mr. Hitchcock, withdrawing from the *Timberman*, began the publication of a semi-monthly publication called *Lumber*, which did not prove the success which he had hoped for, and in 1891, in connection with O. S. Whitmore, a gentleman who has had long experience in the various branches of the lumber business, began the publication of *Hardwood* (semi-monthly), devoted wholly to the interests of the hardwood branch, which it is serving with intelligence and evident acceptability to the interest to which it is devoted.

It is not within the province of this local history to speak of the several publications in the lumber interest which have their habitation in other cities and are exercising an influence for good, which to a greater or less extent influences the business of Chicago, as well as that of the localities where they are published. The influence of these publications has, beyond dispute, been of the greatest advantage to the general trade throughout the country. Before the inception of lumber journalism, but little, comparatively, was known to the average lumber dealer of any section of the country regarding the resources of any except the local mill or wholesaling center where he obtained his stock, because, in many cases, his predecessor had been in the habit of going there. In the East there had grown up an appreciation of the existence of

excellent forests in Michigan, but of their extent, or how the lumber was to be obtained, except through the wholesale house which had found some mysterious channel through which to obtain it, the actual or even general situation of the Western forests or the Western mills was practically unknown and was likely to remain so. It was, in fact, for a long period of time to the interest of many Western manufacturers that this general ignorance should prevail. Until the breaking out of the war each manufacturer had, as a rule, a set of customers whom he regarded as in some measure, at least, "his" especial right, and if they could be prevented from a knowledge of any other available source of supply he would be able to retain them.

That this statement is not unwarranted was demonstrated in the early inception of lumber journalism in the difficulty experienced in securing that advertising patronage which was a necessity to the success of the journalistic venture. "I have my customers now, if I advertise some one else may get them," was a not infrequent response to the solicitor who sought the patronage of a manufacturing dealer. Lumber journalism, as we have said, had its inception in 1870, yet candor demands that due credit be accorded to the late George Francis Lewis, of Saginaw, the intelligent editor of the *Saginawian*, who as early as 1865 took a deep interest in the rapidly increasing lumber industry of the Saginaw River, and collated annual statistics of the local field. In this work he was warmly seconded by Edward Headley of the *Saginaw Daily Courier*, and his successors in the editorial conduct of that estimable and reliable paper whose present editor, Edward Cowles, has won for himself an enviable reputation as a lumber statistician. The influence of lumber journalism in disseminating valuable information regarding known, or but dimly appreciated sources of supply, and in pointing out the usefulness and availability of varieties of timber which had hitherto been regarded as valueless, cannot be overestimated in its effect, whether it be in the enlargement of markets, the fostering of new enterprises, the extension of railroad systems, or the stimulus imparted to enquiring and ingenious minds in searching after improved machinery and more economical methods of manufacture. To the manufacturer and wholesaler in the enlargement of markets, consequent upon a dissemination of useful knowledge as to available sources of supply, or of those sections of country which give promise of an increased demand, it has overcome the narrow view which forbade a knowledge of the resources and extent of the trade, opening up new channels of supply which but for the information disseminated by the lumber journals would have remained dormant and unappreciated for many years. They have demonstrated that "knowledge is power," as is shown in the development of saw-mill machinery, the extension of the railroad system and the vast expansion of the lumber consumption of the nation, in the building of villages, towns and cities which must primarily be constructed of lumber, until that period of their development when more permanent and incombustible material is demanded.

It is impossible to overrate the influence of the lumber journalism of the nation,

and those published at Chicago have from the first occupied the leading position, and are to be especially complimented upon the value of the influence exerted by them in the dissemination of useful knowledge upon all topics connected with the manufacture and disposition of forest products, and their influence in the introduction to public favor and use of those varieties, which but for this influence in their favor, must long have remained unknown as valuable products worthy of a better fate than the log heap or as cord wood.

In character the lumber press of Chicago has been thoroughly cosmopolitan, dealing with every phase of the business in all parts of the world with intelligence and impartiality, at no time becoming the organ of any clique or class, unless we except the *Lumber Trade Journal* which originated as the organ of the retail dealers, and so continued until it passed into the hands of its later proprietors, when its mission was broadened to include all classes of the trade from the logger and manufacturer to the wholesaler and retail dealer. It may also be said of *Hardwood* that, while more exclusively confined to the interests of that branch which its name indicates, it finds not infrequent occasion to treat intelligently upon topics of use and utility to the general trade. An intelligent examination and comprehension of the history and statistics of the Chicago lumber business as developed from year to year will reveal to no slight extent the influence exerted by the journals devoted to its especial interests, in the vast increase which is noticeable from the time when the *Northwestern Lumberman* first began to educate the trade to a comprehension of the vast resources of supply, which they could make available from all sections of the land, no less than in pointing out the ever-widening avenues of consumption and the needs of each. The prosperous condition of these journals is the best evidence of the appreciation of their efforts by the interests which they represent.

Regarding the *personnel* of the more prominent among the representatives of the lumber press of Chicago the reader is referred to the personal sketches which will be found in their appropriate places in this work.

APPENDIX OF STATISTICS.

TABLE SHOWING THE RECEIPT OF LATH, CEDAR POSTS, RAILROAD TIES, TELEGRAPH AND TELEPHONE POLES, CORDWOOD TANBARK AND HARDWOOD LUMBER AT CHICAGO FOR A SERIES OF YEARS.

YEAR.	Lath.	Posts.	Railroad ties.	Telephone poles.	Cords of wood.	Cords of bark.	Hardwood. (approximate.)
1880							
1881	104,499,000	2,846,340	4,135,407	112,040	55,603	29,720	275,000,000
1882	59,737,000	2,462,866	3,644,711	250,867	91,347	22,160	275,000,000
1883	65,477,000	2,416,155	1,714,388	176,285	129,150	26,065	350,000,000
1884	73,077,000	3,087,376	947,938	116,553	108,407	20,385	325,000,000
1885	64,650,000	3,187,501	1,690,861	68,181	62,139	21,006	325,000,000
1886	116,871,000	3,271,145	2,791,647	60,507	64,236	25,883	325,000,000
1887	52,239,000	3,914,550	5,039,829	85,264			254,074,000
1888	48,831,000	4,577,173	1,969,873	115,666	52,417	12,645	312,259,000
1889	43,666,000	3,580,004	1,510,000	60,000	44,918	14,955	329,365,000
1890	72,773,000	3,693,432	2,652,365	89,000	35,490	10,599	322,000,000
1891	57,139,000	4,233,720	2,052,055	53,375	(ignored)	estimated	350,000,000
1892	52,986,000	4,170,118	2,104,347	25,597	(ignored)	estimated	632,819,500
1893	21,859,500	4,628,761	1,727,962	43,900	25,098	7,732	400,000,000



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TABLE SHOWING RECEIPTS AND SHIPMENTS OF LUMBER AND SHINGLES, AND POPULATION OF CHICAGO, FROM 1831 TO 1893.

YEAR.	RECEIPTS.		SHIPMENTS.		Population.
	Lumber.	Shingles.	Lumber.	Shingles.	
1831					60
1832					*600
1833	30,000				350
1834	500,000				†1,800
1835	1,500,000				3,265
1836	2,250,000				4,000
1837	3,000,000				4,170
1838	3,500,000				4,000
1839	4,200,000				1,200
1840	4,479,000				4,470
1841	5,752,000				5,500
1842	6,248,000				6,590
1843	7,561,742				7,580
1844	19,226,885				8,000
1845	22,593,992	(500 black walnut)			12,088
1846	27,000,000				14,169
1847	32,118,225		12,148,500		16,859
1848	60,009,250	14,425,357	20,050,000	17,899,000	20,023
1849	73,259,553	26,882,000	39,057,770	35,551,000	23,047
1850	100,364,779	38,687,528	55,423,750	51,484,000	28,269
1851	125,056,437	56,510,051	60,238,250	67,032,000	34,000
1852	147,816,232	70,740,271	77,080,500		38,734
1853	202,101,078	88,909,348	93,483,784		60,662
1854	228,336,783	133,131,872	82,061,250		65,872
1855	306,547,401	215,585,354	108,647,250		80,023
1856	456,673,169	243,887,732	135,876,000		86,000
1857	459,639,198	311,608,793	131,830,250	154,827,750	93,000
1858	278,943,000	242,793,268	127,894,000		90,000
1859	302,845,207	226,120,389	165,927,000		95,000
1860	262,494,626	225,372,340	127,894,000		112,172
1861	249,308,705	189,379,445	79,356,000		120,000
1862	305,674,045	189,277,079	131,255,000		138,135
1863	413,301,818	221,709,330	172,364,875		160,000
1864	501,592,406	269,496,579	190,169,750		169,355
1865	647,145,734	385,353,678	310,897,350		178,900
1866	730,057,168	422,314,266	400,125,250		200,413
1867	882,661,770	518,903,354	447,039,275		220,000
1868	1,028,494,789	551,989,806	514,454,100	537,497,074	252,054
1869	997,736,942	581,533,480	673,166,000	638,317,840	280,000
1870	1,018,993,635	583,490,634	652,091,000	666,247,775	298,700
1871	1,039,328,375	541,222,543	647,595,000	558,355,350	334,270
1872	1,183,659,280	417,827,375	610,824,420	436,827,375	367,396
1873	1,123,368,671	561,544,379	517,923,000	407,505,650	380,000
1874	1,060,088,708	580,673,674	619,278,630	370,196,659	395,409
1875	1,157,194,432	628,485,014	635,708,000	299,427,000	407,000
1876	1,039,785,265	576,124,287	566,978,000	214,389,750	420,000
1877	1,083,405,362	586,442,000	546,780,825	179,214,500	439,976
1878	1,179,814,119	626,746,676	692,549,000	123,221,025	450,000
1879	1,485,008,322	683,574,899	\$1,442,500,123	694,267,500	480,000
1880	1,524,431,000	650,922,591	1,475,872,386	652,257,500	503,185
1881	1,906,639,000	953,285,000	1,844,065,831	793,890,506	
1882	2,116,341,000	954,549,000	1,974,543,655	909,758,144	Est. 560,693
1883	1,897,815,000	1,185,108,000	1,906,592,356	1,024,227,854	
1884	1,802,727,000	895,528,000	1,789,031,939	1,007,458,385	Sch. 629,985
1885	1,744,699,000	770,727,000	1,702,291,642	662,240,000	Est. 750,000
1886	1,660,589,000	775,725,000	1,722,246,629	678,562,340	Est. 803,817
1887	1,846,187,000	612,990,000	1,844,961,282	665,714,900	
1888	2,012,069,000	629,685,000	1,925,217,899	645,513,500	Est. 902,651
1889	1,930,227,000	637,377,000	1,944,131,462	637,376,595	
1890	1,969,689,000	524,440,000	2,098,547,560	603,565,530	1,099,850
1891	2,087,462,000	310,168,000	2,142,593,214	463,351,811	
1892	2,250,298,000	413,266,000	2,312,517,732	371,588,654	Est. 1,320,000
1893	1,621,627,000	317,400,000	1,647,966,053	376,216,905	Est. 1,500,000
Total	46,641,462,103	20,641,453,372			

*Includes soldiers.

†Includes Indians.

\$From 1879 includes city consumption omitted before that date.

AVERAGE YARD PRICES OF LUMBER AND TIMBER, MAY 1 AND NOVEMBER 1.

	1849.		1850.		1855.		1860.		1865.		1870.		1875.	
	May 1.	Nov. 1.	May 1.	Nov. 1.	May 1.	Nov. 1.	May 1.	Nov. 1.	May 1.	Nov. 1.	May 1.	Nov. 1.	May 1.	Nov. 1.
Common boards.....	{ \$8 00 10 00	{ \$10 00 12 00	{ \$8 50 11 00	.....	{ \$14 50 15 00	.....	{ \$7 50 9 50	{ \$9 00 12 00	{ \$14 00 23 00	{ \$13 00 16 00	{ \$12 00 14 00	{ \$10 00 12 00	{ \$10 00 10 50	{ \$10 00 10 50
Joist and scantling.....	{ 9 00 10 50	{ 9 00 10 00	{ 8 50 10 00	11 00	15 00	17 00	{ 7 50 8 50	{ 9 00 12 00	{ 14 00 22 50	{ 14 00 15 00	{ 12 50 14 00	{ 10 00 11 50	{ 10 00 12 00	{ 10 00 12 00
Shingles (*A).....	{ 2 50 2 75	{ 1 75 2 50	{ 2 00 3 00	.....	3 25	.....	{ 2 12 2 50	{ 2 37 3 00	{ 3 50 5 00	{ 4 75 5 50	{ 3 25 3 75	{ 3 25 3 65	{ 3 00 3 00	{ 3 00 3 00
Lath.....	{ 2 50	{ 3 00	{ 1 87	3 00	3 10	3 00	{ 1 25 1 50	{ 1 25 2 50	{ 2 25 4 25	{ 2 50 3 00	{ 2 50 2 50	{ 2 25 2 25	{ 1 70 2 00	{ 2 00 2 00
Clear lumber.....	{ 14 00 20 00	{ 18 00	{ 18 00 16 00	27 00	30 00	27 00	{ 22 00 25 00	{ 26 00 27 00	{ 45 00 47 50	{ 55 00	{ 43 00 53 00	{ 45 00 44 00	{ 45 00 44 00	{ 44 00 44 00

	1880.		1885.		1890.		1894.		1902.		1903.	
	May 1.	Nov. 1.	May 1.	Nov. 1.	May 1.	Nov. 1.	May 1.	Nov. 1.	May 1.	Nov. 1.	May 1.	Nov. 1.
Common boards.....	{ \$11 00 13 00	{ \$11 00 13 00	{ \$12 50 13 50	{ \$11 00 11 50	{ \$13 00 13 50	{ \$15 50 16 00	{ \$16 00 16 00	{ \$15 50 16 00	{ \$13 00 13 50	{ \$13 50 15 00	{ \$16 50 17 00	{ \$14 00
Joist and scantling.....	{ 9 75 11 00	{ 10 00 11 50	{ 10 50 13 00	{ 10 00 12 50	{ 13 00 13 50	{ 13 00 15 00	{ 13 50 15 00	{ 13 50 15 00	{ 13 50 15 00	{ 14 00 15 50	{ 14 50 16 00	{ 12 50 13 00
Shingles (*A).....	{ 2 25 2 60	{ 2 65	{ 2 45	{ 2 40 2 40	{ 2 40 2 60	{ 2 60 2 60	{ 2 50 2 60	{ 2 50 2 60	{ 2 60 2 75	{ 2 60 2 75	{ 2 60 2 75	{ 2 45 2 75
Lath.....	{ 2 00	{ 2 30	{ 1 65	2 20	2 10	2 50	{ 2 60 2 60	{ 2 60 2 60	{ 2 75 2 75	{ 2 75 2 75	{ 2 65 2 75	{ 2 40 2 40
Clear lumber.....	{ 43 00 44 00	{ 44 00 45 00	{ 44 50 45 00	43 00	43 00	38 00	{ 38 00 43 00	{ 38 00 43 00	{ 38 00 43 00	{ 45 00 48 00	{ 45 00 48 00	{ 44 00 48 00

STOCKS OF LUMBER, SHINGLES, LATH, PICKETS AND CEDAR POSTS ON HAND JANUARY 1, FOR A SERIES OF YEARS.

	1870.	1871.	1872.	1873.	1874.	1875.	1876.	1877.	1878.
Lumber	282,560,526	298,752,000	234,438,000	322,603,000	328,317,000	344,251,000	352,573,339	369,380,182	385,560,024
Shingles	54,840,000	22,702,000	70,970,000	40,301,000	29,342,000	81,000,000	83,299,750	97,467,000	125,640,000
Lath	32,660,000	33,082,000	17,530,000	27,751,000	28,830,000	39,551,000	43,058,150	36,823,400	43,694,800
Pickets	1,738,447	1,322,000	1,049,000	706,000	1,382,000	2,490,000	2,360,928	3,386,617	2,206,020
Posts	150,526	155,000	129,000	107,000	79,000	290,000	416,636	442,319	380,341
	1879.	1880.	1881.	1882.	1883.	1884.	1885.	1886.	1887.
Lumber	410,773,860	451,282,059	497,840,673	560,416,842	655,013,320	635,348,561	623,910,097	725,928,261	666,548,425
Shingles	200,750,500	190,057,000	188,722,000	260,906,494	299,946,350	461,930,496	332,533,611	428,313,350	440,491,850
Lath	41,272,300	48,630,800	50,321,000	48,820,438	76,361,002	65,081,140	88,160,599	95,653,678	57,542,609
Pickets	1,106,654	2,129,760	1,380,232	3,784,178	3,093,990	1,329,387	2,528,738	4,446,752	2,470,854
Posts	479,085	404,730	63,659	219,012	78,034	397,832	397,825	1,962,947	203,096
	1888.	1889.	1890.	1891.	1892.	1893.	1894.		
Lumber	586,257,549	668,349,690	656,708,795	527,850,235	472,719,021	410,499,239	384,160,236		
Shingles	421,928,595	415,231,750	423,999,250	333,326,370	189,142,559	221,919,905	163,103,000		
Lath	43,311,684	66,295,720	53,964,100	59,832,407	64,474,115	62,608,845	37,185,960		
Pickets	1,196,599	1,161,110	701,810	1,234,578	584,301	916,987	558,862		
Posts	155,399	1,007,649	669,588	887,549	710,272	794,870	560,928		

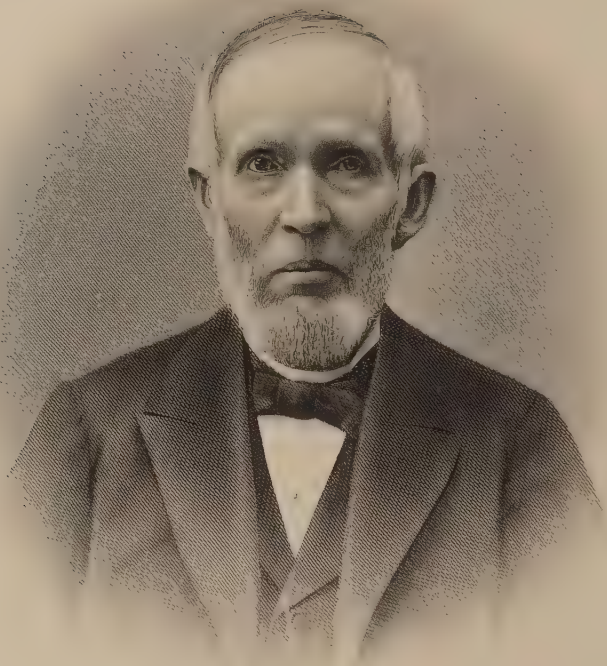
CHAPTER II.

MEMOIRS OF EARLY LUMBERMEN

From 1830 to 1840.

George Washington Snow. So far as our researches have extended, the honor of establishing a lumber yard, the first in the young village which was destined later to become the metropolis of the West, lies between Capt. David Carver and George W. Snow. If the former, it was but for a short time, and not for a permanency, the fact probably being that as the master of a vessel which was trading on the slowly developing coast of Michigan, his so-called lumber yard was but the depository of the unsold "whitewood" lumber which was purchased (at or near St. Joseph, Mich.) for a freight, and was not readily saleable from the vessel's deck. The earliest directories of the city named George W. Snow as a "lumber dealer," and from the best authorities attainable we believe his business to have been established at or near the dock of Newberry & Dole, corner of State and Water Streets in 1833 or 1834. We may safely assert that he was the pioneer of the vast lumber yard business for which Chicago has become distinguished. Mr. Snow was born at Keene, N. H., in 1797. His parents were of the old Puritan stock, as is evidenced in the name of "Azariah" and "Thankful" (Balch), both of which will be recognized as peculiar to the settlers of Plymouth Colony.

Mr. Snow was born the year in which the immortal Washington died, and was named after that illustrious patriot. His father was a farmer, but the young man was given all advantages of education which were available, and became a civil engineer. Of his earlier career but little is known further than that he spent some years in New York City in pursuit of his profession, and that portions of Chicago were surveyed and platted by him. He came to Chicago July 18, 1832, via the Erie Canal through New York State to Buffalo, where he took the small steamer "Enterprise" to Detroit, thence to Niles, Mich., by wagon over the rough trail then in use, and by lighter or small boat down the St. Joseph River, to the little settlement of St. Joseph on Lake Michigan. Here he was joined by Philo Carpenter, and Indians were obtained to pole and tow with a bark rope, a canoe, following the shore line of the lake to a landing place near where is now located the Douglas monument, the Indians refusing to come further from fear of the cholera which was supposed to be decimating the settlement, and which had prevented Mr. Snow from leaving St. Joe by vessel as he had intended. They finally reached the fort July 18, 1832. Mrs. Snow (Elizabeth a sister of the late Judge



E. L. Gillette

J. J. Johnson & Bros Chicago

Manierre), whom he had married in New York, accompanied him on this long and perilous journey to Detroit, subsequently making the journey to Chicago, rejoining her husband in the month of September following. Of Mr. Snow's occupation during the following months we find no record, but it is unlikely he took up the lumber business previous to 1833, and more probable that he did not engage in it until some time in 1834.

How long Mr. Snow continued in the lumber business we have no means of ascertaining, beyond the fact that we find him recorded in the directories of various years until 1847, after which no record is made of him as a lumberman, and about this time he retired from active business. As a New Englander, Mr. Snow was thoroughly imbued with Puritan ideas of morality and uprightness, and as the town became more thickly settled, with, in many respects, a class of inhabitants whose morals he did not desire that his children should imbibe, he decided to remove to the country, and took up his residence on the corner of what is now State and Jackson Streets, where he took honest pride in his handsome lawns and commodious greenhouses, which were the admiration of his friends who ventured so far from the business center to visit him. Here he reared his children in comparative freedom from contact with the roughness of the "down town" section, until, with the increase of population, he found himself surrounded by neighbors, mainly of the better sort. Mr. Snow never sought for wealth beyond the extent of enabling him to indulge in his taste for books and extend his knowledge, particularly in the line of horticulture. He died July 29, 1869, respected by all who knew him. His wife survived him for many years, passing away April 1, 1891, at the ripe age of eighty years.

The three children of Mr. Snow were all native born to Chicago, the eldest (Catherine) being the wife of Dr. Ralph M. Isham, one of the most prominent among the leading physicians of Chicago; Harriet, wife of J. M. W. Jones, Esq., a well-known merchant, and Helen, who also resides in Chicago, but remains single.

Reference to the tabulated statistics of the history of the lumber trade reveals the fact that from the small beginning (30,000 feet, probably all "whitewood"), the trade of the city, of which he was a leading pioneer, had increased at the last date in which we find him recorded as a dealer (1847), to 32,000,000 feet, which at the time of his death had reached one billion feet (1,000,000,000), and occupied the attention of more than one hundred yard dealers, while his good wife survived to see the business reach the vast amount of over two billion (2,000,000,000) feet annually.

Nathaniel J. Brown. Among the noted pioneers of the Northwest, and emphatically a pioneer in the inception of its vast lumber business, must be named Nathaniel J. Brown, who, at the advanced age of eighty-two, is still an honored resident of Lemont, a few miles removed from the city of Chicago, to which city he brought lumber in the spring of 1835, being one of the earliest to appreciate the advantages

of the young city as a supply point for the rapidly developing prairies of the Northwest.

Mr. Brown was born at Windsor, Vt., in 1812, but at the age of three years was taken by his parents to their new home near Lockport, N. Y. Here he received such education as was afforded by the common schools of that section, closely modeled as they were after the school systems prevailing in the New England States. In 1826, when Nathaniel was fourteen years of age, his parents removed to the new settlement at Ann Arbor, Mich., and here his life as a pioneer began. While still a mere lad he began to engage in industrial and mercantile pursuits, and with his brother Anson, who was considerable of a politician, engaged in various enterprises of importance, one of which was the running of a stage line from Detroit to the mouth of the St. Joseph River, on Lake Michigan, and which for many years constituted the only means of public transit across the State of Michigan. While engaged in this business Nathaniel took advantage of his excellent opportunities for acquiring a knowledge of the resources and advantages presented by the new country, and made investments in Kent, Ionia and Clinton Counties which brought rich returns. In Kent County he acquired title to a large tract of the excellent pine lands which were there to be found, and was sagacious enough to see that the time would soon come when the rapidly increasing immigration would create a demand for the building material with which they abounded. Building a mill on the land during the fall and winter of 1834, at a point favorable for floating logs to and lumber from it, he, in the spring of 1835, built his first raft and floated it from what is now the city of Grandville, on Grand River, to the mouth of the river at what is now the city of Grand Haven. This raft contained enough lumber to load six cargoes for the small craft of the day, and Mr. Brown chartered the schooner "White Pigeon" of Detroit, to freight it from Grand Haven to Chicago. The raft was started as early in the spring as the ice in the river would permit, and was the first venture of the kind upon the waters of the State. Mr. Brown, accompanied by a big fellow who had lumbered in the State of Maine, took personal charge of the raft, living on board in a roughly constructed shanty, and after a somewhat perilous voyage reached his destination without accident of a serious nature. He reached Chicago April 4, 1835, and found the market was not open to all comers, and that he, as a citizen of another State, was not recognized as having a right to sell his lumber in competition with resident local dealers, who, although few in number, were jealous of what they esteemed their right to a monopoly of the sale of the limited amount of lumber which could be disposed of. Insisting on his rights, he was arrested at the instigation of the local dealers and brought before the authorities, from whom he appealed to the Court of County Commissioners. At this time Col. Richard J. Hamilton who was not only clerk of the board, but held nearly all the offices which had been created in Cook County, decided in his favor, and gave him an official permit to do business in Chicago for one year, on payment of a license fee of \$6, in which

connection it is interesting to note that we find no record of the exaction of any subsequent license fee for the lumbermen of the city until 1883, when it was deemed by the City Council that a fee of \$100 should be paid by all yard dealers in the city. The license granted to Mr. Brown is of interest in connection with the early history of the city, and was as follows:

"STATE OF ILLINOIS,)
Cook County.)

"Authority and permission is hereby given to N. J. Brown to vend, sell and retail goods, wares and merchandise in Cook County, Ill., for and during the term of one year, if approved by the County Commissioners Court of Cook County, upon paying into the county treasury the sum of \$6, his tax and the cost of this permission.

"Given under my hand and private seal at Chicago, 21st day of April, A. D. 1835.

"RICHARD J. HAMILTON,
"Clerk of County Commissioners Court, Cook County."

Armed with this license permit, there being no difficulty in obtaining the approval of the county commissioners, Mr. Brown proceeded without further opposition to dispose of his cargo to William B. Ogden at \$28 per thousand feet, at which figure he realized a handsome and satisfactory profit. This, so far as we can learn, was the first pine lumber received at this port, previous receipts being of whitewood only. He received payment in silver coin (largely Mexican dollars), which he packed in ax boxes and deposited in the warehouse of Newberry & Dole, from whom he received drafts on Oliver Newberry, at Detroit. Purchasing a horse he set out for that city, and, after settling with the merchants who had supplied him with goods during the previous winter, returned to Kent County and continued the manufacture and shipment of lumber to Chicago. During his first visit to Chicago he had formed the acquaintance of Augustus Garrett, whose name has since become indissolubly connected with the noted Biblical institute at Evanston, and a limited partnership was formed for dealing in real estate in Michigan and Chicago. As a result, Mr. Brown laid out the town of Ionia, in Ionia County, Mich., realizing a handsome profit from the sale of lots, largely by auction, from Mr. Garrett's office in Chicago, while Mr. Garrett acquired several valuable locations in the young city of Chicago, besides about 3,000 acres of valuable land in the neighborhood of the city, and forming a general partnership, the auction house of Garrett & Brown became one of the noted institutions of the city, while their storehouses overflowed with consignments of goods sent to them for disposition at the block. Realty sales were, however, the most prominent feature of their business and were attended by vast crowds of residents and speculators from Milwaukee and Eastern cities until the panic of 1837 effectually squelched the speculative spirit of the day. The firm at one time owned 9,000 acres of land in and about Chicago and had no rival in the land business of the day. With such a record it is unnecessary to assert that Mr. Brown had an eye to the location of capitols and county seats, in the new country, and, by

dint of energy in obtaining information earlier than his competitors, succeeded, in the case of the location of the Wisconsin State Capitol at Madison, in obtaining information of the legislative vote eighteen hours earlier than any one else in Milwaukee, where at the government land office he at once located fifty-six tracts of eighty acres each in the vicinity of the new capitol at a cost of \$1.25 per acre and made sales of other lands, which gave him returns in cash of more than one-half of the money which the Madison investment called for. All in all, few men have exercised a greater influence over the finances, politics or permanent development of Chicago and the Northwest than the young lumberman, Nathaniel J. Brown, the first man to bring pine lumber to the city of Chicago, and the first to take out license for the sale of lumber in this market.

On the letting of contracts in 1837 for the digging of the Illinois and Michigan Canal Mr. Brown was awarded a contract for one mile of rock cutting near what is now the city of Lemont. This was an undertaking which in those days of primitive machinery was far more adventurous than under the improved methods of the present time and illustrates the spirit of enterprise for which Mr. Brown has since become noted. On the completion of this work he was not slow to perceive the value of the rock formation of Lemont, and, acquiring a large amount of land, he laid out a town which has now grown to the dignity of a city, of which Mr. Brown has been and is now at his advanced age the ruling spirit. Here he has developed one of the finest limestone quarries in the State, from which he derives a handsome revenue. His canal work is yet in good condition, a silent witness to the faithful performance of his contract with the State, and the many pretty houses of the city and the air of bustle and business, no less, bear witness of a wise and enlightened policy on the part of the "father of the town." To such men as Nathaniel J. Brown is the pushing West indebted for its abnormal development and its spirit of enterprise.

James Fuller Lord. The death of Maj. James F. Lord, May 1, 1893, was an event of more than ordinary interest to the lumbermen of Chicago and the Northwest, severing as it did, one of the very few remaining links connecting the inception of the lumber trade with its phenomenal extent of the present. Mr. Lord was born of Revolutionary stock in Hallowell, Me., July 15, 1804, and was consequently eighty-nine years old. It is a significant fact that this old citizen, who was present at the birth of Chicago and witnessed its wonderful development, was permitted to live until the opening of the great World's Fair, which, while showing the progress of the world more markedly than anything else could do, proclaims Chicago's greatness to the world. It was in 1832 that Mr. Lord made his first visit here. Though yet young he was at that time engaged in business for himself. A frame warehouse (the first) then in process of erection was beginning to tower above the surrounding shanties, most of which were built of logs. It is not strange that the public should feel a peculiar interest in a pioneer so recently deceased, who belonged to the limited class, whose



Jesse Spalding

experience connected with the civilization of a great and populous city, that of a sparsely settled frontier trading post.

Maj. Lord's parents were Ephraim and Sally (Dennis) Lord, both natives of Ipswich, Mass. Ephraim Lord was a descendant of one of the early settlers of that State, and belonged to the family from which descended Otis Philips Lord, the distinguished Massachusetts jurist and statesman. After receiving a common-school education, Mr. Lord took up the trade of his father, who was a carpenter, and worked with him until 1824. In that year he left his native place for Boston, where he worked for one year, then went to New York City in the prosecution of his trade. In 1828, in company with another enterprising mechanic, he turned his face toward the far-away Territory of Michigan. After stopping for a short time in the then infant city of Detroit, they followed the famous old trail of the Sacs and Foxes as far into the country as Beardsley's Prairie, a new settlement which then promised to attain some importance. To reach this point they had to buy a yoke of oxen and a wagon, by which means they carried their tool chests and other belongings. The distance was 180 miles, and they were twenty-one days on the journey, camping out by the way, for settlers' cabins were few and far between. They remained there during the winter, and after a time Mr. Lord decided to file a claim on a quarter-section of land. He was obliged to go on horseback to Monroe, Mich., for this purpose. On his return journey his horse got away and galloped off into the Indian country. He secured another animal, not without difficulty, and pursuing his way, fell in with the Indians, who, while offering no molestation, compelled him to travel ahead of, rather than behind them, so far as they went his way. Other things occurred well calculated to be troublesome to a young man fresh from the East and not accustomed to the peculiarities and vicissitudes of the Indian country, but he reached Beardsley's Prairie in safety and the following spring was fortunate enough to recover his lost horse, with its saddle and bridle, which some "honest Indian" brought to the settlement and turned over to him.

Leaving Beardsley's Prairie that spring, Mr. Lord went to Niles, Mich., where he helped to build the first flouring mill ever erected on the Dowagiac Creek. Two years later he went out to St. Joseph, Mich., a town which had been laid out on the opposite side of Lake Michigan as a rival of Chicago, and at that time actually was of more consequence than the future World's Fair City. He still worked at his trade when there was work to be had in a country where the dwellings were mostly of logs, and was the architect and builder of the first frame house in that town. A few months after his arrival there, he made the first visit to Chicago already referred to. The scare prevailing at that period, consequent upon the Black Hawk Indian War, had driven most of the earlier settlers of northern Illinois into Fort Dearborn for safety and protection. In consequence of the unfavorable impression which Chicago made on him at that time, Mr. Lord returned to St. Joseph and several years passed before he became permanently identified with this city as a resident and business man.

In 1832 a steam saw mill had been built at St. Joseph by McKillop & Deacon, a Cleveland company, the first erected in western Michigan. It was not a financial success, however, being operated only to a slight extent in supplying the sparse population of that region, whose demand for lumber was small indeed. Up to 1837 what little work the concern had done was in connection with the cottonwood and hardwoods in the immediate vicinity of St. Joseph. About that time Mr. Lord organized a joint stock company and purchased this mill and a small tract of pine timber on the Pawpaw River, and while it lasted cut and shipped pine to the Chicago market. As early as 1836 he brought to this city lumber for the completion of the Lake House, then the most pretentious hotel in the town, which was cut from the school section of the Paw Paw River. In 1847, in connection with others, he entered into an extensive contract to furnish for the Michigan Central Railroad, then being built, lumber for its bridges, depots, etc. After the contract had been filled a considerable amount of surplus lumber remained on hand, which Mr. Lord and his associates shipped to Chicago, and Mr. Lord was sent here to take charge and dispose of it. In connection with S. F. Sutherland, and under the style of S. F. Sutherland & Co., he opened a yard and began to sell the lumber as fast as he could place it in large and small orders. With the coming of winter and at the close of navigation, the balance of lumber on hand was sold to A. G. Throop & Bros., and Messrs. Sutherland and Lord returned to St. Joe, and in connection with their lumber operations built a schooner called the "St. Joseph," which was at that time one of the largest craft on the lakes and which was well known in the Chicago trade for many years. The mill being constructed on the "upright" or "sañh" plan, it was late in the following season before a sufficient quantity of lumber had been manufactured to warrant the opening of another yard in Chicago, which was done in the late summer of 1848, again under the name of S. F. Sutherland & Co. (S. F. Sutherland and James F. Lord), on the north bank of the river at La Salle Street. From that time on until his retirement from business Mr. Lord was one of the most prominent of those engaged in the lumber trade in this city. His partnership was dissolved with Mr. Sutherland in 1858, and Mr. Lord then became the head of a firm which furnished its share of the material out of which the city was built in the period before the fire. At one time his son, William J. Lord, who died in 1872, was connected with the enterprise. His business, which expanded in proportion to the growth of the city, proved exceedingly remunerative, and he retired with a comfortable fortune prior to 1871, the trade which he had built up being transferred to other parties, by whom it is still carried on. Subsequent investments in real estate, added largely to what he had accumulated during the active period of his life, and made him one of the wealthy men of Chicago.

Maj. Lord was married in 1832 to Miss Marcia Pepper, of Winslow, Mass., who died in 1858 at what had become the family homestead, in one of the choice residence portions of the city, where Mr. Lord also died in 1893, and where his daughter Helen

A. passed away a few months later. Of his family of six children but four grew to manhood and womanhood, and of these only Edgar A. Lord is living. The latter, who is one of the leading representatives of the trade with which his father was so long identified, was born at St. Joseph, Mich., in 1843, and has been a resident of Chicago since 1848. After receiving his education in the schools of this city he formed his first connection with the lumber business by becoming an assistant to some extent to his father. In 1872 he became a member of the firm of A. T. King & Co., who established a yard at Lumber and Canal Streets and entered upon a strictly yard business. Upon the death of Mr. King, two years later, his interest was acquired by Abbott L. Adams, and the business was continued by Adams & Lord, with yards at 400 Lumber Street, until 1882, when Adams & Lord was succeeded by the Lord & Bushnell Company, and the yards were located at the Illinois Central Pier. Although Winslow Bushnell died in 1890 the style of the firm is unchanged. The yards were in June, 1891, removed to Fisk and Twenty-second Street, and there, under Mr. Lord's management, is carried on one of the most extensive yard businesses in the city. Mrs. Edgar Lord, who was formerly Miss May B. Hoyt, of St. Joseph, Mich., died January 1, 1885. Mr. Lord married in 1868, and has a son and daughter, James F. and Mary D. Lord. He is popular socially as well as in business circles, and is a member of the Calumet and Washington Park Clubs.

Maj. Lord was a resident of the West from the period when the Indians roamed free and hunted the game, which was then plenty, the days when the white man was in the minority and Chicago was but a hamlet of a handful of citizens, and was spared to see and appreciate the transformation of the wilderness to a well-settled country and Chicago a World's Fair city of 1,500,000 inhabitants. His business experience covered the period from the time when Chicago demanded but 20,000 feet of lumber per year to the present consumption, evidenced by a receipt of 2,250,750,000 feet in 1892. He is remembered as a progressive, enterprising man, and as one to whom the city is greatly indebted for the reputation which has made it famous throughout the world.

Charles Mears. When one endeavors to probe the records of the lumber business of Chicago to its inception, he is sure through all the history, from its earliest to its latest date to find the name of Charles Mears. Beyond the time when he began to ship lumber to the young city (1838) our information is largely speculative, but from that time to the present we are able with approximate correctness to trace the growth of the lumber trade of Chicago, no less in the rapid increase of population in the great Northwest than by the figures which to so goodly an extent are available.

Charles Mears was born at Billerica, Mass., March 16, 1814. He was the son of Nathan Mears, who was a leading citizen of that town and for many years was honored with the position of selectman of the town, which was fully equivalent in those days to the honorable position of mayor of a city in later times. He had come from old colonial stock, the name of his father, Robert Mears, appearing upon the public

records of Billerica so early as 1726, in honorable connection. Charles Mears was the second son in a family of four sons and one daughter, and soon after the death of his father, which occurred in 1828, his mother having died two years previous, Charles, on leaving school, entered mercantile employ at Lowell, Mass., until in the fall of 1836 he was induced to leave a good business into which he had entered and come West. In his journeyings young Mears stopped at Paw Paw, Mich., where he decided to remain and a few months later he was joined by his two brothers, Edwin and Nathan, and the firm of C. H. Mears & Co. was established, consisting of Edwin, Charles and Nathan Mears, in the general business of buying and selling anything and everything that the few settlers or many Indians, who still remained in the neighborhood, might desire to purchase or dispose of. A large business was to be done in the purchase of furs, the country at that time abounding in fur-bearing animals, which were hunted alike by white men and Indians. From Mr. Mears we gather much of early history as connected with the lumber business—of a saw mill at Allegan, Mich., in 1836, the lumber from which was floated down the Kalamazoo River to its mouth; of the Hathaway (afterward Throop) mill at what soon after became Grand Haven, and of the operations of the Michigan Lumber Company at Grandville on the Grand River in 1836, and later on the Flat River. Of the difficulties experienced by the young merchants it is not easy for us of the present day adequately to conceive. Located 160 miles from Detroit; obtaining goods from Boston; with but an occasional schooner at best, once or twice a month, to land goods by small boats at the mouth of the Grand or St. Joseph Rivers, or as Indian traders over roads cut through the forest and which were often well nigh impassable, it required just such enterprise and pluck as animated the Mears Brothers to make a successful business stand in the semi-wilderness. Their first stock of goods was sent from Boston, the lake schooner being broken into at Mackinaw and many of their goods stolen. There was but one dock upon the entire coast at which a steamboat could make a landing, and when the goods were unloaded by small boat upon the beach, there was the long and difficult wagoning over a forty or fifty-mile wagon trail to the place of business. In 1838 Mr. Mears brought his first cargo of about 20,000 feet of lumber to Chicago, landing it upon a half dock which he found near the present Clark Street bridge, the only apology for a dock which then existed north of Rush street and which did not appear to belong to anyone in particular, as he unloaded several small cargoes upon it without let or hindrance.

In 1839 the brothers dissolved partnership in the business at Paw Paw, which was retained by Nathan and Edwin, Charles having a year previous commenced operation in the lumber business by building a mill on the Michigan shore at White Lake. This was a water mill with an automatic clapboard and shingle mill, the former being operated by a rotary saw of size sufficient to cut an eight-foot log. In passing, it may be remarked that this machine, which was a decided favorite in those days, has been



Nathan Mears

unknown to the saw-mill world for many years. A short time subsequently, Mr. Mears added a gate saw to the automatic outfit, and added the manufacture of lumber to the hitherto exclusive manufacture of beveled clapboards from round logs, which were sawed from sap to heart, in order to obtain the bevel. It may here be said that Edwin Mears enlisted in 1862 and died in the army, and Albert, the younger brother, is now a resident of White Hall, Mich. In 1839 Mr. Mears decided upon settling at Milwaukee for the sale of his lumber, and continued there until 1847, taking into his employ Mr. Eli Bates, previously keeper of the lighthouse at Milwaukee, who subsequently became one of the most prominent characters in the lumber circles of Chicago. In 1847 Mr. Mears decided that Chicago presented greater advantages than Milwaukee for an enterprising young man, and that with the opening of the Illinois and Michigan Canal, the vast prairie country of the West to the Mississippi, south to St. Louis, Mo., was now available territory to the lumber trade of Chicago, and summoned his brother, Nathan, from Paw Paw to join him in the lumber business at Chicago. The firm of C. Mears & Co. commenced business (1850) on the river between Kinzie and Indiana Streets, with subsequently a yard at Lumber Street, until 1859, when the partnership was dissolved and the subject of our sketch devoted his time to the manufacture of lumber at several points along the Michigan shore from Duck Lake to the Au Sables, having built in all fifteen mills, and established villages which have become of greater or less importance in the counties of Muskegon, Oceana and Mason. For a portion of the time he was associated with Giles P. Slocum and operated mills at White Lake; at Middlesex (now Pentwater); at Lincoln, north of Ludington; and at Mears, south of Pentwater. In the course of his many years of saw milling Mr. Mears has opened six harbors on the lakes, by building piers and causing the current to wash out a channel, and a slab pier built by him at Oak Street, was the means of saving the Lake Shore Drive at Chicago from destruction. He also, with his brother Nathan, built a slab pier in the north branch north of Kinzie Street. It was now fifty-five years since Charles Mears, in 1838, brought his first cargo of about 20,000 feet of lumber to the youthful city, and in that year it is a liberal estimate to place the receipts of lumber at 3,500,000 feet; they probably did not much exceed one-half that quantity. Mr. Mears has lived to see this small beginning grow to 2,250,297,290 feet, the sum of the receipts of 1892, and the cargoes of 10,000 to 40,000 feet each, increased to cargoes ranging from 200,000 feet to as high as 500,000, and even to 800,000 feet. During his career at, and in the vicinity of Chicago, indeed since he brought his first cargo to this city, he has witnessed the growth of the lumber production of the Northwest probably not to exceed 100,000,000 feet in 1842 to 8,000,000,000 feet, the present yearly production; and Chicago from a population of 3,820 souls located in a swamp, growing year by year until with a population of a million and a half, it has become second only to New York in population and commercial importance, among the prosperous cities of the nation. He represented the 31st district in the Michigan State Senate

in 1863. Mr. Mears remained a bachelor until 1874, when he was united to Miss Carrie A. Middleton, and the union has been blessed with two daughters: Carrie E., and Lucy L. Mrs. Mears died June 21, 1894.

At the ripe age of eighty-one, in full possession of his faculties, and in the enjoyment of a comfortable fortune, Mr. Mears is spending the closing years of a busy and useful life in the bosom of a loving family, occupying an elegant mansion at 345 Ohio Street, and finds pleasure in reciting the experiences of the days when Chicago was but a small hamlet, and when the pine woods of Michigan were as yet unexplored and unsurveyed, and in the marvelous changes which have been wrought, he points to his own participation and enterprise with a just feeling of honest pride.

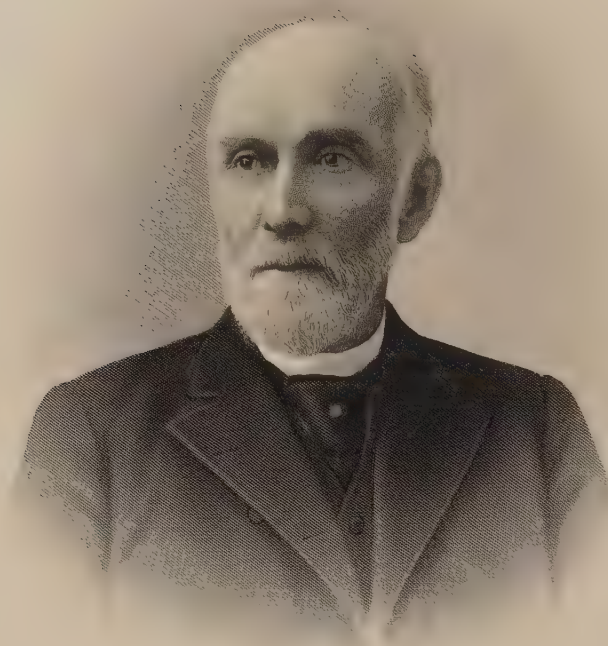
Laurin P. Hilliard was a prominent actor in the early history of Chicago, having come to the settlement in May, 1836, at which time he estimates that the population numbered between 3,000 and 4,000 souls. Mr. Hilliard was born at Unadilla Forks, Otsego County, N. Y., October 11, 1814. On reaching the village, which he has lived to see develop into the second city of the continent, he met a friend, H. B. Clark, who kept a hardware store on Water Street between Dearborn and Clark Streets, who was just dispatching a gang of men by schooner to clear a town site at what is now Manitowoc, Wis. Fond of adventure and anxious to see the country, Mr. Hilliard took passage on the schooner "Wisconsin," belonging to George W. Snow, and which that gentleman was dispatching to a small mill which had been built at Green Bay, for a cargo of lumber. After kedging out into the lake the schooner lay at anchor for two days in a gale of wind before being able to proceed on her way, during which time the gang of men, Mr. Hilliard included, suffered severely from sea sickness. On the way north the schooner ran into Milwaukee, which at that time consisted of one tavern, the Juneau warehouse and a number of cloth tents, witnesses to the heavy tide of emigration which was then setting toward the West. Arriving at Manitowoc Mr. Hilliard assisted the cook to land a barrel of flour and some other provisions for the dinner of the thirty or forty men who were to clear up the town site, and remain to assist in unloading the schooner, which then proceeded to Green Bay. The next day Mr. Hilliard started on foot, intending to see the country and to rejoin the schooner by the time she had secured her cargo of lumber. About three miles up the river he found a small saw mill of a single mulay saw, belonging to a man named Conroe, and here he remained over night, sleeping on the floor. During the evening four horsemen arrived, having ridden from Chicago, bound for Green Bay. Mr. Hilliard engaged the cook to call him early, and as there was no house on the forty-mile trail, to provide him with abundant lunch, and he started at 4 in the morning, expecting the horsemen to come up with him at 9 or 10 o'clock. The cook instructed him to go about three miles up the river to the Indian trail, which he would follow until he struck a road then being cut out by the Government, and running south from Green Bay. About 11 o'clock in the morning he came abruptly upon

a mounted Indian, and it was difficult to tell which was the most startled, white man, Indian or pony. "How, how," was the extent of information either could impart. Noon approached but the horsemen had not yet overtaken him, and he began to fear that he had taken the wrong trail. Sitting down to eat his lunch he was nearly devoured by mosquitoes, and to add to his discomfort some wild animal, which he could not see, rushed through the thicket with a growl. Pushing on, however, he late in the afternoon took shelter from a heavy thunder storm under a big pine, and was soon after joined, to his great satisfaction, by the four horsemen of the previous night's companionship, one of whom kindly gave him a ride for some distance and until they reached the road which Government soldiers were clearing and which had reached a point five miles from Green Bay, now known as DePere, where another small saw mill was found. Here the party rested over night, proceeding down the river next morning, finding an almost continuous settlement of Frenchmen. At Green Bay were found several stores and warehouses with a fort and garrison. A day or two later the steamer "Illinois" arrived and Mr. Hilliard took passage on her for Chicago, arriving in time for the sale of canal lands which occurred in June of that year. Immigration was very heavy in this year and the steamer was crowded, many of the passengers sleeping on the decks. The lands of the canal commissioners comprised a grant of the alternate odd sections for ten miles each side of the canal survey. But little was sold at that time outside of Chicago, which was chartered a city in the following spring of 1837. About this time George W. Snow had a lumber yard on the bank of the river near what is now Clark Street, and Capt. David Carver a small yard on the river bank near the present corner of State and Water Streets, Adoniran J. Woodbury being his clerk and general assistant.

Mr. Woodbury was a brother of Mrs. C. N. Holden, whose husband was an old merchant. Mr. Hilliard was a participant in the celebration of July 4, 1836, made doubly memorable as the occasion of throwing out the first spadeful of earth on the Illinois and Michigan Canal, which was to, and did, do so much toward the early development of the vast country west of Chicago, as well as the development of the city itself. It was a day of great rejoicing and feasting, ending up with what came very near being a serious riot, in which stones were thrown, limbs broken and several arrests made. In 1837 Mr. Hilliard brought a carpenter from the East and erected two two-story buildings, comprising stores and dwellings on Water Street, just east of State. There was at this time a number of buildings on the north bank of the river, while South Water Street was quite solidly built from State Street to Clark Street. A considerable strife existed as to which side should be the soonest built up and become the most prominent. Mr. Hilliard started a small store soon after his arrival and did quite a business in the purchase of hides and furs; this he turned over soon after to Eri B. Hulbert. In the fall of 1839 he entered into partnership with Charles Walker and the firm of C. Walker & Co. continued until 1844 or 1845, dealing in

everything the country wanted and buying whatever it had to sell. Making money rapidly, the firm drifted into the vessel business, buying several schooners and building the propeller "Independence," which was one of the first propellers on the lakes and the first on Lake Michigan. In 1843 Mr. Hilliard bought the schooner, "R. Winslow," then on the beach near Evanston, rebuilt and named her the "C. Walker." Later Mr. Hilliard built two schooners, the "Maria E. Hilliard" and the "L. P. Hilliard," of about 10,000 and 8,000 bushels wheat capacity each, respectively. In trying to keep the vessels employed it was often necessary to purchase a cargo of lumber at a Michigan or Wisconsin point. This not always finding ready sale at prices which paid a fair profit was shoved on the river bank between Wells Street and Franklin. At the corner of La Salle Street was a dock and warehouse, and to obtain free dockage for lumber, it was necessary to go above the established head of navigation. In 1849 Mr. Hilliard started a lumber yard at what is now the corner of Adams and Market Streets, the present site of James H. Walker & Co.'s wholesale dry goods house. This was Mr. Hilliard's first permanent lumber business, although he had dabbled with odd cargoes for the sake of the freight. The canal was now completed and a good trade was opened with St. Louis and the interior. In 1851, the firm became Hilliard & Howard, and in 1856 Hilliard, Howard & Morton. Contemporary with Mr. Hilliard were George M. Higginson, J. M. Underwood, Sylvester Lind, Butler & Norton and about this time A. G. Throop, Foss Bros., McCaig, Dunlap, Barber & Mason, Holt & Balcom, John Mason Loomis, H. Ludington and others. He was elected county clerk in 1861 and held the office four years, during the Civil War. In 1866, in company with Jones & Hough, owning some lots on the river near Main Street, a lumber dockage and storage business was established in connection with the Chicago & Alton Railroad, which, after a couple of years, was made a regular sale yard under the name of Hilliard, Pierce & Co. Pierce retiring in 1871, W. T. Churchill came in and the firm of Hilliard, Churchill & Co. (L. P. Hilliard, S. A. Hilliard and Worthy T. Churchill) took the premises. The firm had a saw mill at Alpena, Mich., for many years, when through some heavy losses on contracts and short supply of logs the firm failed and Mr. Hilliard bid adieu to the lumber trade. In 1874 Mr. Hilliard received the appointment and was for some years in the employ of the Northern Pacific Railroad Company as general agent at Chicago, from which he retired to care for his very valuable property at Washington Heights, where, at the ripe age of eighty, he enjoys the esteem of all who know him.

Mr. Hilliard was one of the incorporators of the now thriving suburb of Washington Heights, the land having been purchased by him in 1868, and including within its boundaries the then towns of Englewood Heights, Beverly Hills and Longwood. In this enterprise he was associated with Isaac R. Hitt & Bro., and together they labored for the development of that portion known as Washington Heights, being the first to turn public attention to that desirable section of the city now comprising one of its most thriving suburbs.



C. B. White

Mr. Hilliard was one of the first members of the Board of Trade under its organization in 1849, and was at one time secretary and treasurer of that body, and was subsequently a member of the board of directors of the Chamber of Commerce.

Since the great fire of 1871 he has resided at Washington Heights. A Republican politically, and an Episcopalian in religious convictions, he is a member of the Masonic fraternity to the thirty-third degree. He was married in 1843 to Mrs. Maria E. Beaubien (nee Boyer), who came with her parents to Chicago in 1833, and who died July 19, 1894. Two sons, Edward P. and William P., are in business in this city.

Benjamin W. Thomas. The subject of this sketch is one of the surviving veterans of the early Chicago lumber trade. He was born in Genesee County, N. Y., August 13, 1822, and came West in August, 1841, settling at Chicago. For a year after his arrival he was a partner of the late Ex-Mayor Alexander Loyd, at 101 Lake Street, in general merchandise. In 1843 he took a clerkship with Sylvester Lind, whose yard was located on what is now Market Square, between Lake and Washington Streets. The yard was on a flat-iron piece, which the city subsequently acquired by vacating the street which ran on the river bank, and giving the owners of the flat-iron piece, river frontage, in place of the land required for a market place. About 1843 Mr. Lind removed to the south half of Block 43, between Randolph and Washington Streets, on the river front, where, in the spring of 1844, Mr. Thomas bought him out, Mr. Lind purchasing the Underwood yard, which was located on the west side of the river between Lake and Randolph Streets. Before the opening of the canal, in 1848, Mr. Thomas sold a bill of lumber for the "Hardy House" at La Salle, then being erected by Isaac Hardy, Esq., of that place, which he rafted from his yard to the uncompleted locks at Bridgeport, carted it around the locks, and loaded it on flatboats for La Salle. Probably this was the first shipment of lumber on the Illinois and Michigan Canal. The receipts at Chicago had at this time reached 60,000,000 feet, and the lumbermen were quite inclined to boast of its extent. Mr. Thomas was, in common with nearly all the lumbermen of that day, a member of the Board of Trade, which had its headquarters in Steele's block, northeast corner of South Water and Wells Streets, upon the site now occupied by George B. Carpenter & Co., being afterward removed to the opposite or southeast corner, where it remained for some years, before the advance of business demanded its removal to the corner of Washington and La Salle Streets. At this time the preponderance of membership was with the lumbermen, they outnumbering the other trades and professions, and being given a special committee to control all matters connected with their line of business. It is related, that it was no uncommon thing, when an important meeting was to be held, to hold out the inducement of "crackers and cheese, with beer," to secure attendance. Mr. Thomas continued in the lumber business of the city until 1871, with the exception of a few years in the army, and in that year sold his lumber interests in Chicago and at Muskegon, Mich., to A. B. and T. B. Wilcox. During 1845, while the firm of B. W. Thomas & Co.

(Theodore Newell being the company) was located on the corner of Washington and Market Streets, Sextus N. Wilcox (who in 1882 was drowned at Lake Superior, leaving a large estate), in addition to representing the interests of his uncle Newell (of Kenosha) in the firm, made shaved shingles in a shanty connected with the yard, from rough bolts, which were then to quite an extent brought from Michigan and Wisconsin. About 1846 Thomas & Newell separated, Mr. Newell forming a partnership with a man named Loomis, of Kenosha, Wis., and Sextus N. Wilcox, opening a yard on the southwest corner of Monroe and Market Streets, where Barber & Mason had previously been located, and Mr. Thomas formed a copartnership with Selah Reeves, with a yard on the block south of Polk Street, where the firm did a large business for several years. In 1866 the firm of Thomas & Reeves was dissolved, and Mr. Thomas formed a copartnership with Edward P. and Albert B. Wilcox, and located on Twelfth Street, west of the bridge, on what is known as the Empire slip (the old location of Holt & Calkins), and for many years carried on a large business. Mr. Thomas went out of the business in 1871, and has since devoted his time to the care and management of real estate and the care of public buildings, and is at this time to be numbered among the young men of the community for activity, enterprise, and energy. He was married October 6, 1848, to Augusta A. Wilcox, of Chicago (daughter of the late Rev. Jirus Wilcox), who still survives.

Mr. Thomas has always been of a scientific turn of mind and holds an enviable position among leading microscopists, having called the attention of scientists to important facts which had not previously been discovered, but which are now accepted as adding much to the sum of the world's knowledge, ranking him among those to whom honor is due, an honor which has been manifested by the concurrent opinion of scientists, not only in the United States, but in Great Britain and Germany. Mr. Thomas, early in the history of the Chicago Academy of Sciences, the Illinois State Microscopical Society and the American Society of Microscopists, became identified with those societies, and has been among the most active members of each, serving several years as vice-president of the Academy of Sciences and for one or more terms as president of the State Microscopical Society. He is also a member of the Royal Microscopical Society of England, and is widely recognized in American microscopical circles as an expert in that branch of science.

Mr. Thomas was one of the founders of the first Odd Fellows lodge in Chicago, having become a member of the order at Buffalo in 1841, and on deciding to make Chicago his home, taking active steps to gather together the few Odd Fellows whom he found here, and applying to the Grand Lodge for a dispensation, Union Lodge No. 9 was instituted in 1844. Mr. Thomas is the only surviving member of this lodge. Mr. Thomas became also one of the organizers of the I. O. O. F. encampment in this city, and of the Sons of Temperance, of which he was the first and for many years the only Deputy Most Worthy Patriarch of the Northwest.

Mr. Thomas was one of the organizers of the First Westminster Presbyterian Church in 1855, and of Christ Chapel Sunday-school—the first Union Sunday-school in Chicago or the Northwest—in 1843. In 1854 Mr. Thomas represented the (old) Eighth Ward as its alderman in the Common Council. On the breaking out of the war in 1861 he was among the most active in arming, equipping and forwarding troops from Chicago, and was designated by the Union Defense Committee to give special attention to the equipment of recruits, gathering of munitions of war, and in every way facilitating prompt movements of regiments organized in northern Illinois. When the Seventy-second or "First Board of Trade" regiment of Illinois Volunteer Infantry was organized he was commissioned as quartermaster of the regiment, and went into the field with it in July, 1862, remaining until compelled by sickness to resign in 1863. Thus it will be seen that Mr. Thomas has been in no slight degree associated with the growth, development and prosperity of the city of Chicago, and is one of the few remaining pioneers of its early days, of few of whom can it be said that the city owes a greater debt of gratitude than is due to Benjamin W. Thomas.

Foss Brothers. The first record of planing mills in Chicago of which we have knowledge is found in Fergus reprint of Norris Directory of Chicago for 1846, in the entry under the head of planing mills, "Foss & Brothers." True, that in Rudd's Directory of 1839 we find under the head of lumbermen "Miltimore, Ira, steam sash and door factory, South Branch," but we cannot learn that there was a planing mill for dressing lumber until the advent of Foss Brothers in 1843. The Foss Brothers were members of a family of four sons and four daughters, from the town of Strafford, in Strafford County, N. H. The sons were: William, born 1808; Samuel, born 1812; Robert H., born May 7, 1814; and John P., born July 28, 1816. The boys were brought up to work in a cotton factory, but having much native ability and ready perceptions in the line of mechanics, all became more or less proficient in mechanical arts, and from 1837 to 1840 spent three years in Poughkeepsie, N. Y., in a locomotive shop. In the spring of 1840, Samuel, Robert and John came to Chicago for a season, John remaining to set up an engine for the old hydraulic works, the first waterworks of the city (in which wooden logs bored by hand were used for mains, and lead pipe for laterals), located at the foot of Lake Street, on the site of the later depot of the Illinois Central Railroad. Samuel and Robert returned East to Poughkeepsie and hired a small machine shop, in which, being ingenious, they made the patterns and constructed a planing machine, which in 1843 they brought to Chicago; and erecting a two-story building of about 30x30 feet on Market Street, between Washington and Madison, they put in a Woodworth planer and the machine of their own manufacture, and began the business of surfacing, dressing, matching and planing lumber. They had rip saws and a lathe for repair work, and did a prosperous business, until in 1847 they had the misfortune to be burned out, when they rebuilt on a larger scale, erecting a two-story

brick building of 30x50 feet, containing four planing machines and a complement of rip saws, etc., located on the corner of Canal and Monroe Streets. Here they continued to do business until 1858, when the property being wanted by the Pittsburg & Fort Wayne Railroad, they were forced to part with it. At this time it was decided to go into the lumber business at the corner of Canal and Van Buren Streets, and the firm of Chapin, Marsh & Foss was organized, which continued in business until 1874, being heavy losers in the big fire of 1871, but soon recouped in the abnormal prosperity following that historic event. This firm was for many years extensively known as one of the largest in the lumber trade of the city. In 1874-75 the firm closed up its affairs and the brothers at that time practically retired from business, possessed of a comfortable competency, enabling them to take life easy. William died in 1858, and Samuel at Chicago in 1870. Robert removed East, settling at Dover, N. H., John P. remaining in this city and now residing at 447 West Monroe Street. All the brothers were married. William's widow resides in New Hampshire; Samuel T. was married in 1849 to Miss Eliza Haywood, of Chicago, who bore to him one daughter, who died, and two sons, who survive. Robert H. married Harriet Speers in 1846; she died in the spring of 1871. John P., who married Hannah L. Frary in 1851, has one son, residing with his parents in Chicago.

Amos Gager Throop. Among the earlier and more noted of the lumbermen of Chicago was Amos G. Throop, who left his impress upon the city as an enterprising and public-spirited man to such extent as to lead his fellow-citizens to perpetuate his name in the Throop School, located on Throop Street. Mr. Throop was born in Madison County, N. Y., in 1811; his educational advantages were very limited, work upon the farm absorbing most of his time until of age. In 1832 the spirit of enterprise led him to Michigan, where he found employment in the woods of what was then the prominent lumber-producing section of the West, Black River, which empties into the St. Clair at Port Huron. Here in log cutting and hauling, and in the saw mill, the young man practiced economy, and wisely invested his savings in the pine lands of Black River, the quality of timber on which, was equaled only by the far-famed "cork" pine, for which in later years the Cass River became so famous. In 1845 he made preparations to market the lumber from his lands, and about this time was joined by his brother John Eaton Throop, whom he inducted into the mysteries of a lumberman's life on the, even then, "frontier," and to whom he gave 120 acres of the lands which he had acquired, which being lumbered and sawed, was loaded upon passing vessels bound for Chicago, the brothers expecting to sell the cargoes and invest the proceeds in prairie land, settling down as farmers. A. G. took a passing steamer to Chicago, and soon decided that there was a good prospect for success in a retail lumber yard. Leasing a little yard on Wells Street, corner of South Water, he constructed a temporary dock of plank running from the vessel to the bank of the river, thus discharging cargo, and here was where the Throop brothers began their career as



A. E. Bingham.

merchants. The small (as compared with the size in later years) vessels were warped up the crooked channel of the river by the sailors, and lay alongside the bank, the runways being the only way of discharging. For one year the yard occupied the street as well as the lots on the side of it, as no bridge attracted travel, and no one thought of charging any rent for city property not needed for public purposes. Here the Throop brothers began business and soon became the leading lumber merchants of the young city. John remained at Port Huron to manufacture and ship, and it was no uncommon thing to obtain a passing vessel desiring ballast and willing to carry lumber to Chicago at from 50 to 75 cents per thousand feet. In 1846 the yard was moved to the corner of Washington and Market Streets; and a brother-in-law, Solomon Wait, becoming a member of the firm, Throop & Bro. became Throop, Wait & Co., continuing until 1849, when A. G. Throop purchased Wait's interest, paying \$14,000 for it, the entire amount being practically the accrued profits of Wait for the three years. Then the firm became Throop Bros. again, A. G. Throop holding a two-thirds interest. About this time the firm purchased from W. B. Ogden 100 feet front on Market Street, south of Madison Street, and in 1850 moved upon it, remaining until 1854, when Samuel J. Learned purchased A. G. Throop's interest and became associated with John E., under the designation of Throop & Learned. Mr. Learned was a graduate of Amherst and a ripe scholar. A. G. Throop having dropped out of lumber for a term, now turned his attention to the city's best interests, and was for a number of years the representative of his ward upon the aldermanic board, and for the years 1860-61 was city treasurer, and in the winter of that year was elected to the State Legislature, where he materially assisted Gov. "Fighting Dick" Yates in his determination to prevent the southern part of the State from joining, or at least giving aid and comfort to, the seceding States. About this time Mr. Throop purchased 160 acres of land with other parties at the south end of Center Avenue and Throop Street, and formulated plans for a system of slips for the use of lumbermen in the rapidly increasing volume of their business. Purchasing a dredge, he dug the slips, using the excavated clay to make brick, which were burned on the spot, and docking as fast as the slip was excavated. When the slips were finished he held 2,800 feet of dockage on the gas house slip, river frontage, and Allan slips, of which he in 1890 sold 1,200 feet to Thomas Wilce & Co., and long retained the balance. Mr. Throop knew how to make money and knew how to use it to obtain the best results. Like wheat, grain, or corn, money must be planted if a crop of wealth would be secured. Mr. Throop planted \$20,000 in 1890 in the Lumbard University at Galesburg, Ill., and fully an equal amount in churches at Pasadena and other localities in California; and in addition has established the Throop University at Pasadena, Cal., together with its extended facilities of a manual training school, dealing with a liberal hand to insure its full and complete success in the work for which his liberal heart has devised, his donations amounting at this time to from \$250,000 to

\$300,000. The University is well under way, with a full corps of teachers and professors, while the 140 students are being added to with rapidity. Mr. Throop went to Pasadena to find a milder climate in which to spend his declining years, and at the age of eighty-two was active and alert, giving personal attention to the concerns of his cherished University. Mr. Throop married Miss Eliza Wait, of Chenango County, N. Y., in 1838, and the well-mated couple having walked hand-and-hand amid life's cares and vicissitudes for more than half a century, were long spared to the love of the surviving one of the four children with which the union was blessed, and an innumerable host of loving friends. One daughter died in early youth; another, Mrs. J. C. Vaughn the surviving daughter, resides in Chicago; a son, George, who was first lieutenant of the Mercantile Battery of Chicago, was killed on the Red River expedition under Gen. Banks, after passing safely through the siege of Vicksburg and numerous other battles with Gen. Grant, finding his grave in a trench, where Rebel and Union dead sleep peacefully and without animosity toward each other. A younger son, after graduating from Chicago High School, and having made preparations to enter Harvard College, was attacked with fever, as the result of a camping expedition on the Aux Plaines River, and died after a short illness. Mr. Throop was one of the originators of the Chicago Board of Trade, soon after his arrival in Chicago, and took as well an active part in the organization of the Lumberman's Board of Trade, and afterward of the Lumberman's Exchange. He was noted as a hardworking, industrious and useful citizen, and his name is held in high honor by all his compatriots of the past. He died at Pasadena in March, 1894.

John Eaton Throop. Among those who shared in the experiences of the early days of the lumber trade of Chicago was John Eaton Throop, now of Los Angeles, Cal., who was for twenty-eight years connected with the business in one department or another. Mr. Throop was a native of Courtland County, N. Y., where he was born in 1818. His father worked in the clearing of farms, the benefits of which accrued more fully to others than himself, and as he gradually worked his way westward, the sons' advantages of education were quite limited. At the age of nineteen, his brother, Amos G., who had for a few years been at Port Huron, Mich., where he had acquired a knowledge of lumbering, and had secured a considerable tract of the excellent Cork pine adjacent to Black River, induced him to come West, and presented him with 120 acres of the land which he had acquired from the Government, and which was well timbered. Here John was thoroughly indoctrinated into the mysteries of log chopping and hauling, river driving, and, in fact, every stage of camp life, including experience in the saw mill and making shingles by hand, or "shingle weaving," "breasted" shingles being the only kind known to the trade of that day. It was easy to graduate into the departments of shipping and dealing, after the practical departments of the camp and mill were conquered. In 1845 the brothers shipped their lumber to Chicago, with expectation of selling it by vessel load and transferring their busi-

ness from lumbering to farming, but on reaching Chicago they found prospects bright for success in the retail lumber business and decided to open a yard. Their first location (1845) was at Wells Street, corner of South Water, the firm being Throop & Bro. In 1846, a brother-in-law, Solomon Wait, was admitted, and the firm became Throop, Wait & Co. In 1849, Wait retiring, the firm was again Throop & Bro., and the yard was in 1850 removed to a point south of Madison, on Market Street. In 1853 Samuel Julius Learned purchased the interest of A. G. Throop, and the firm became Throop (J. E.) & Learned. In 1855 the firm formed a connection with Thomas and S. B. Gilbert, of Grand Haven, Mich., who had saw mills and a goodly stock of logs and lumber to be depended upon, and from whom their yard for that year was stocked. (Mr. D. Cutler, subsequently of the firm of Cutler & Savage, of Grand Haven, was then clerk for the Gilberts at a moderate salary.) Throop & Learned did a very successful business during this year. Business continued to favor and fortune to smile, and in 1858 David F. Chase, who had been a book-keeper for the firm in 1856-57, was admitted to partnership, and the firm of Throop, Learned & Chase was organized. The celebrated lawyer, Wirt Dexter, had built a mill at Traverse Bay, and the firm took his entire mill product, Mr. Dexter making his headquarters at their office. The year 1858 proved a very tough business year, and the firm dissolving, each partner took a separate course. Mr. Throop purchased the schooner "Persia," and combined vessel interests with outside business for a year or two, and then became agent for Cutler & Savidge, who had just commenced saw-milling at Grand Haven, with yard on the corner of Fifth Avenue and Harrison Street. Not long after this A. G. Throop and others having purchased a portion of the territory on Twenty-second Street, since known as the "lumber district," Mr. John E. Throop leased a tract on the Gas House slip for his principals, and established one of the most extensive yards of those days, later in the sixties opening an office at the Exchange docks, on South Water Street for selling by the cargo as well as at the yards, doing the entire banking business for the Cutler & Savidge Company at Chicago, being their general manager at this point. Mr. John A. Seymour, a son-in-law of Mr. Throop, was book-keeper for the firm, and in 1872-73, both Mr. Throop and Mr. Seymour became members of the firm, as the company of Cutler, Savidge & Co, and in 1875 bought the interest of Cutler & Savidge and rented the yard, the firm now becoming Throop & Seymour, which continued for two years, when the high rents and extent of competition induced them to sell out and seek other occupations. In 1881 Mr. Throop removed to California, where, in the midst of his orange groves, literally under his own vine and fig tree, he is spending the closing days of a long and useful life in the salubrious climate of Los Angeles. That Mr. Throop did not gather an enormous fortune from his long and arduous endeavors as a lumberman was due to no lack of energy or application on his part, and while success in life is not to be measured by the extent of a man's bank account, Mr. Throop, while accredited with a considerable fortune, can but

esteem himself rich in the friendships which remember him with respect and affection as an honorable competitor in business, and an upright and useful citizen. Mr. Throop recalls many pleasant and practical reminiscences of the early days, showing the more arduous and exacting side of the early lumber trade. Perry Hannah, of the later firm of Hannah, Lay & Co., was a fellow laborer with Mr. Throop in the forests of the Black River in the early forties, and like himself had come West, and in the fall of 1847 obtained from Michigan a cargo of shingle bolts, which he had worked up for him, "breasted" at the yard of Throop Bros., on Washington Street, he packing them in the evening after his duty through the day as bookkeeper for Jacob Beidler and others, was accomplished. Louis Hutt, who is now numbered among Chicago's wealthy and influential citizens and lumber merchants, hauled lumber with a horse and wagon for Mr. Throop at \$2.00 per day, as did Mr. Brannock, who later became noted as a wealthy packer. Those were the days when honest labor and earnest application were looked upon as the stepping stones to wealth, and as bringing honor and increasing intelligence to the man who could combine patience with devotion to the duties and lights of the present hour.

Jacob Beidler. In the year 1842, when Jacob Beidler first left the great Keystone State for the prairies of the West, he little dreamed that in his lifetime he was destined to become closely identified in that wild region, with the growth and prosperity of one of the largest and most wonderful cities of the world. At that time Chicago had a few thousand of rough Western people, the wisdom of whose continued residence in the mud at the mouth of the Chicago River was a difficult problem to solve. How home-seekers could stop here permanently, was a mystery. Out farther west, toward the sunset, were beautiful panoramas of green grass covering a soil of unsurpassed fertility and rising over a rolling country at once healthful and beautiful. Mr. Beidler did not then stop here, but journeyed on to Springfield, Ill., which was then a rapidly growing and prosperous town. He was a carpenter, having learned that trade in Pennsylvania, where, in Bucks County, he was born in December, 1815. He had learned cabinet-making in youth, and had followed that trade with carpentering, afterward as long as he lived in that State. He was a skillful and experienced workman, and a man of unusual foresight and probity, as will be seen hereafter.

After working in Springfield one year as a carpenter, he embarked in the grocery business with Daniel Barnes, under the firm name of Beidler & Barnes, but a year later Mr. Beidler sold his interest in the firm to his brother and returned to Pennsylvania. The reason for this step was explained when in May, 1844, he returned to Springfield with his bride, formerly Miss Mary Ann Funk. He was now prepared to make his home permanently in the West. By this time, with his usual good judgment and sagacity, he saw that the location alone of Chicago was destined to make it a large distributing center. Therefore in August, 1844, he came here for permanent residence, staging across the country and arriving after a two weeks' journey, and at



C. A. Marsh.

once secured a position as a carpenter with Van Osdel Bros. & Thorp. A year later he established a shop of his own in partnership with James McGee, under the firm name of Beidler & McGee, but the following year (1846) bought his partner's interest and in 1847 established a lumber yard at West Water Street, between Randolph and Lake Streets, which was the commencement of the present firm of The Beidler Lumber Company. At that time, though the business would not compare with that of the present, it was nevertheless profitable, active and increasing, and it was during the early history of the company that Mr. Beidler established his reputation as an able and honorable business man. All his enterprises were conducted with the strictest integrity, which fact increased his trade. He retained the carpenter shop until 1850, when he sold it to James Lyon.

In 1854 A. F. Hathaway was admitted as a partner, whereupon the firm became J. Beidler, Bro. & Co., and a little later Aaron and Henry Beidler, brothers of Jacob, were admitted, and so the company remained until 1856, when Aaron Beidler and Mr. Hathaway retired and M. J. Brown and R. P. Easton were admitted. The latter two retired in 1860, whereupon the firm became J. Beidler & Bro., and thus continued to do business until 1871, when articles of incorporation were filed and the following officers elected: Jacob Beidler, president; A. F. Beidler, secretary, and M. F. Rittenhouse, treasurer. From this time forward they did a large business until 1882, when Henry Beidler retired, and the following year Mr. Rittenhouse also retired, W. H. Beidler assuming their duties of secretary and treasurer. In 1870 they handled 18,000,000 feet of lumber and twelve years later 30,000,000 feet, besides 15,000,000 shingles and 10,000,000 lath. But Mr. Beidler was not contented unless he was doing his best, and although the principal member of this company and its general manager and president, he nevertheless, in 1873, organized the South Branch Lumber Company, with himself as president, B. F. Ferguson treasurer, and Francis Beidler secretary. Ten years later this firm handled 50,000,000 feet of lumber and 25,000,000 shingles per annum.

During all this time it was the push, pluck, intelligence and capital of Jacob Beidler which made the two companies among the most successful in the city. Mr. Beidler himself had active charge of all these complicated interests, which were conducted with rare skill and judgment and have given him a comfortable fortune. It was no easy matter in this active city, where competition often reduced the profits to a minimum, to carry on so large and successful a business. Many of the mills in Michigan and Wisconsin undertook to do a wholesale business, which resulted in a keen cut in prices and in the retirement from the business of many of the smaller and weaker dealers. But Mr. Beidler seems to have been equal to any and every emergency, and not only kept his companies from sinking, but made money rapidly and extended their trade over all the West and Northwest. Unquestionably, Mr. Beidler has been one of the most able, upright and successful business men of Chicago, and now, at a

ripe age, but with many years yet before him, he can take a genuine and pardonable pride in his honorable business career.

His private life has been as pure and free from stain as his public life. All who have the honor of his acquaintance and friendship have the most implicit faith in his manhood and high character. He has a family of six living children, one having died: Augustus F., William H., Francis, Emma, David, George, and John (deceased). He is a stanch Republican, as are his sons, and is now a member of the Jefferson Park Presbyterian Church. He has been an earnest and consistent member of the Presbyterian Church since a child. Formerly he was a prominent member of the Third Presbyterian Church, to which he made liberal contributions in its hours of depression, and served for a number of years as its treasurer. He has resided on the South and North sides, and is now a resident of the West Side, and since 1873 has lived on Jackson Boulevard, between Sangamon and Morgan Streets. His well-known integrity and public-spirit led to his election in 1876 to the City Council from the Ninth Ward, and to his reëlection two years later. His career as an alderman, like that of his business life, was characterized by unswerving honor and devotion to the city's interests. The city has no more substantial, honorable, or worthy citizen than Jacob Beidler.

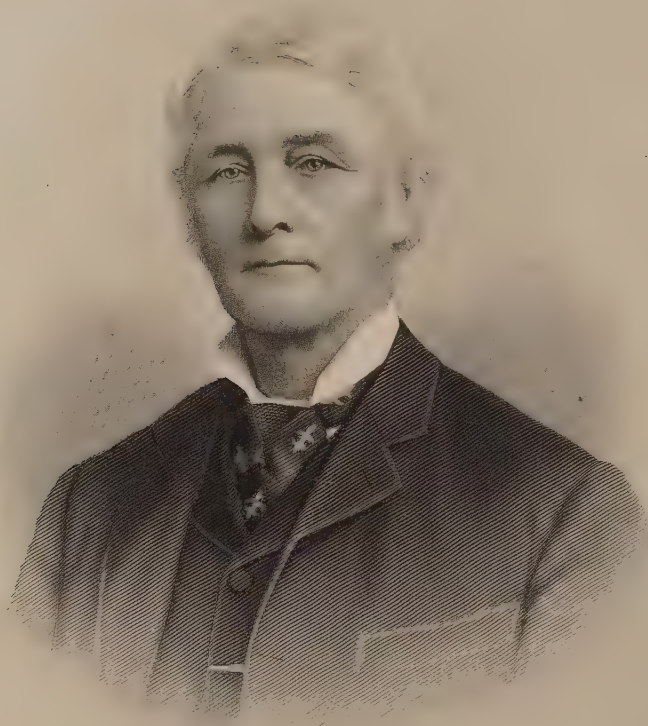
Sextus Newell Wilcox. Among the men who were fortunate enough to come to Chicago at an early period of its history, and wise enough to remain here after having come, was Sextus Newell Wilcox, now deceased. He was born at Enfield, N. Y., February 11, 1826, the son of Erastus and Jane (Newell) Wilcox, who came West in 1837, and located permanently in Chicago in 1839. His early life in New York was passed without noteworthy event, and after coming to Chicago he went out and for a short time worked upon a farm. Not suited with that occupation he returned to Chicago and under Botsford & Beers learned the tinner's trade, and was later employed by William Blair, under whom he became a journeyman tinner. He was industrious and earnest and soon began to accumulate property, and by the time he had followed this occupation eight years he had saved enough to warrant going into business on his own responsibility. The growing importance of Chicago as a lumber center and the rapidly increasing demand from the western prairies for lumber to be used in fences, barns and dwellings, convinced him that much money could be made in handling lumber, and accordingly he embarked in the shingle business, at first in a small way, but as his profits grew and his trade increased, he began in 1850 a general lumber business with Judge Newell as a partner, and was thus associated until 1854, when he withdrew and organized the firm of Wilcox & Lyon. At this time the possibilities of the lumber trade here were practically unlimited. It was during the decade of the fifties that the first really important "boom" to Chicago occurred, notwithstanding the fact that in 1857 a severe financial panic resulted, owing mainly to the uncertain value of an almost unlimited issue of private bank bills, which had so depreciated, that not even the regular and frequent issues of the "detector" could accurately gauge their

decline. But notwithstanding the instability of paper money as early as the decade of the forties, the industrial possibilities so widened and improved that Mr. Wilcox realized as early as 1850 that a fortune could be made here in the lumber business by the exercise of care, energy and study, and accordingly he redoubled his efforts and enterprises. A good business was done from 1850 to 1854 and was vastly increased after the latter date, so much so in fact that in 1857 the company was, like thousands of others, swept into the pool of disaster and forced to make an assignment. The firm at this time was known as Wilcox, Lyon & Co. Without losing heart or head, Mr. Wilcox promptly took up the broken affairs of the firm and resumed business. He was firmly convinced of the future growth of Chicago and of the money to be made here in the lumber business, and time soon proved the wisdom of his judgment. His business expanded wonderfully under his thoughtful observation and upright business methods. He became the owner of vast tracts of timber land in Michigan, and at Muskegon erected large saw mills, which manufactured immense quantities of lumber for that day. From 1864 to 1867 he owned one of the largest saw mills on Muskegon Lake. In 1873 he founded the town of White Cloud, Mich., in Newaygo County, and built there a large saw and planing mill, and at this time organized the S. N. Wilcox Lumber Company, which was duly incorporated and entered upon an extremely prosperous business under his able and experienced management. Other valuable tracts of land were purchased and extensive mills were secured and operated at Whitehall, Mich., on White Lake. Wealth and property rapidly accumulated. The long experience and thoughtful study of Mr. Wilcox made him an oracle on matters relating to the lumber trade. He had passed through the trying era of 1857 and of the war, when a knowledge, or even a correct estimate of values, was doubtful. These perilous times had made him a successful business man even under an unstable currency and the fever of a gigantic war. He could think and plan successfully amid great political excitements and financial panics. He was thus trained by the experience of his surroundings to a course of prosperity in spite of unusual and unseasonable obstacles. The result was to make him a thorough student of his trade. He examined and anticipated supply and demand, and thereby was enabled to purchase immense tracts of the best pine land for a song. If such a man could be successful when the value of money was uncertain, and the maintenance of the union of the States doubtful, how much easier it must have been for him to prosper and expand when the value of money was backed by a redeemed Government and peace had spread her wings over a smiling land. His fortune was rapidly made in spite of a depreciated currency, the great fire of 1871 and the financial panic of 1873. This fact alone proves the powerful impression made upon him by his varied experiences and is the key to an explanation of his success. His excellent judgment was shown in the early purchase of extensive areas of the richest pine lands of the Michigan peninsula. He died in 1881 at the age of fifty-five years, leaving a fortune of

about \$1,000,000, consisting of pine lands in Michigan, Wisconsin and Minnesota with real estate in Chicago. He had started at the lowest stage of business life and owed his success to his pluck, enterprise, study, intelligence and honesty. During his life here he was recognized as one of the most substantial citizens of the city. He served as Commissioner of the West Park Board in 1879-81, of which body he was president during 1880-81, when Washington Street was turned over to the board as a boulevard. He was a prominent and influential member of the Union League and the Illinois Clubs, and in 1881 was president of the last-named organization. He was not so narrow as to become wholly engrossed by his business, but was a close observer and critical student of political and social ethics, and was strong and brave enough to become one of the most active in organizing and incorporating the Illinois Society for the Prevention of Cruelty to Animals. He was a member of the Presbyterian Church. On June 17, 1881, he was accidentally drowned on the north shore of Lake Superior, at the mouth of Manitou River, as is supposed, while on a trip for pleasure and recreation.

In September, 1855, at Kenosha, Wis., he was united in marriage to Miss Arabella G. Ewer, to which union three children were born, only one now living—Charles S. Wilcox, of this city. After her death he chose for his second wife Miss Sarah A. Adams, to whom he was married in 1862, and by her has two children living: Walter D. and Anna A.

Ephraim C. Stowell was one of the few men who sawed lumber in Chicago, erroneously claimed by some to have been the first to erect a mill in this city, but reference to the general history of the lumber trade of the city, discloses at least two mills at dates prior to that erected and operated by Mr. Stowell. Mr. Stowell was born at Stirbridge, Mass., in 1792, and died in 1855 at the age of sixty-three years. Of his early history we are unable to learn, further than that he came to Chicago in 1837 and for several years acted as agent for Frink & Walker's well-known line of stages, running to various points in the Northwest. In or about 1840 he sold his home on the corner of Washington Street and Wabash Avenue, then the principal residence district of the city, and purchased a plat of ground on the river at what is now Twelfth Street. This he leased for several years to Frank Sherman (who afterward built the famous Sherman House) for a brick yard, and at this spot were manufactured a large proportion of the brick which were for some years used in the building of Chicago. About 1846 Mr. Stowell extended the excavation which Mr. Sherman had made and dug a slip which existed until a comparatively late date and was always known as Stowell's slip. Upon this slip he erected a saw mill, which he operated until about 1854, obtaining his supply of logs from the cottonwood and oak which were found along the shores of the lake north and from the "Sag" by canal, extending his operations to the oak forests as far north as what is now Lake Forest, towing the logs along the shore of the lake, often a dangerous operation and one which in the loss of his



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John Skiff

logs more than once threatened him with serious embarrassment. We can learn but vaguely of any pine timber brought across the lake, and incline to the belief that except for the native timber his operations were confined to the resawing of square timber, brought by vessel. His day-book, which by accident comes into the possession of the historian, does not reveal any different conditions. Mr. Stowell seems to have accumulated a considerable amount of real estate, which has remained in his family until a recent date. Mr. Stowell was married in 1827 to Miss Mary Abbott, of Brookfield, Mass., a daughter of Capt. Lewis Abbott of the War of 1812, who was a son of Jesse Abbott, a lieutenant in the Revolutionary Army. Mr. Stowell went East in 1854 and was taken sick, dying in 1855 in the same room in which his marriage was celebrated twenty-eight years previously.

John Sheriffs. Foreign countries have contributed to Chicago many of its most intelligent, successful and enterprising business men. It is an important item of history that Scotland and England have furnished many of the largest property holders connected with the lumber and building contracting interests of the city. The Scotch seem to possess the qualities which in this country insure success—perseverance, industry, economy and methodical business habits. Perhaps no better example of the purely Scotch qualities can be found than in the life of John Sheriffs. He was born at Banff, Scotland, April 21, 1820, and was a son of William and Elizabeth (Henry) Sheriffs, both of whom were also natives of the "land o' cakes," where they lived lives of honor and usefulness and passed away well advanced in years. John grew to manhood at Banff, but after the age of fourteen years was unable to attend school, though his time previous to that had been well improved. When fourteen years old he became a clerk in the law office of Young & Rose. He did not expect to follow the profession of law, so after having served the law firm for one year, he accepted a position as clerk and assistant book-keeper in the Commercial Bank at Banff, where he remained for three years. Succeeding this he secured the position of general book-keeper for the Commercial Bank at Biggar, Lanarkshire, Scotland, where he remained until 1841, at which time he became twenty-one years of age.

In June, 1841, he was united in marriage with Miss Sarah Carmichael, and on the 20th of July following they boarded the sailing vessel "Genessee" and after a voyage of seven weeks landed at New York, where they remained until late in October. Then they, in company with William Leighton, a Scotchman, came West to Chicago with the expectation of continuing on to Galesburg, Ill., but were persuaded to remain in Chicago by George Mess, a fellow countryman of theirs, who had great faith in the future of this city. Mr. Sheriffs secured a position as book-keeper for James P. Allen, who then had a large lumber yard at Fulton and Canal Streets and was paid at the rate of \$30 per month for his services, out of which he had to support himself and wife. But this did not dash the spirits of these sturdy Scotch people, who were determined to push to the front. During the two years he was thus engaged for Mr.

Allen he also (1844) kept books at night for Lind & Dunlap, lumber dealers, and thus managed to increase his revenue. Chicago was a small place then, standing in the swamps of the Chicago River, while the lumber interest was in its infancy and gave no indications of its future marvelous development.

Mr. Allen went out of business and Lind & Dunlap dissolved. Mr. Sheriffs became paying teller in the bank of George Smith & Co., C. B. Farwell being the receiving teller, in which position he continued for two years, after which he was joined by Robert Sheppard in the lumber business as Sheppard & Sheriff, James Smith subsequently joining them, when Mr. Sheriffs took the important position of general manager for the lumber firm of Sheppard, Sheriffs & Smith, which was then organized. Mr. Sheppard soon after retired (1859), whereupon the firm became Sheriffs & Smith, and so continued until 1866 (notwithstanding the absence of Mr. Smith, who was in the army for three years) when it became John Sheriffs & Son, John Sheriffs, Jr., having meantime acquired an interest, and so remained until his death, (1878) being succeeded by his brother Walter.

It was in 1853 that Mr. Sheriffs first entered the lumber business on his own account, but his knowledge of the industry here extends back to 1841, and is not antedated by that of any other citizen now living in the city. The wonderful growth of the city in all commercial and industrial branches has taken place under his eye, and he has been deeply interested in the material welfare of the people and the expansion of the city's trade. At first the business of the firm was comparatively small and was almost wholly retail, the lumber going out on farmers' wagons 100 miles westward, but when the canal and railways were built, wholesaling began. The growth of the business of the firm kept pace with the development of the city. Their first yard was located on West Market Street, south of Randolph, but was subsequently removed to Canal Street, north of Van Buren. Here it was that their yards were destroyed by fire on the Saturday night before the great fire of October 9, 1871. About 5,000,000 feet of lumber belonging to the firm went up in smoke, on which they received \$25,000 insurance. After the great fire this insurance money put them on their feet again, for they promptly renewed business on the same ground. A year later they removed to Beach and Taylor Streets, and later to Lumber and Twenty-second Streets, where they continued until 1886 doing a very large and lucrative business. At the latter date Mr. Sheriffs retired practically from the business, but he still has an office at the old stand on Lumber and Twenty-second Streets, where his son Walter conducts the affairs of the firm.

Mr. Sheriffs is now enjoying the fruits of his labor. He goes to the office every day, for the force of habit in a business man can not be resisted, and is still exacting in its requirements. He belongs to no secret orders or social clubs, but is a man of genial, kindly nature, full of good impulses and charitable deeds. He served as alderman in 1847, during the mayoralty of James Curtiss, representing the old

Fifth Ward when it embraced all the city west of the river and south of Randolph Street. At that time W. B. Ogden was alderman from the North Side, and Dr. L. D. Borne from the South Side. Mr. Sheriffs is the longest continuous resident of the West Side now living there. It has been his home since 1841. He now lives at 186 South Sangamon Street. He is a Republican. Of the family of four sons born to himself and wife, John, William, Andrew and Walter, only one, the last named, is now living. He has been his father's partner since the death of his brother John, in 1878, thus perpetuating the firm name of John Sheriffs & Son. He was born in 1863, in this city, and was here reared and educated, finishing by graduation at Bryant & Stratton's Commercial College. He is now the active manager of the firm. His mother died in 1890. During her life she was a devoted wife and mother, an ornament to her home and a helpful companion to her husband. Mr. Sheriffs is a member of the St. Andrews Society, of Chicago, and was its second secretary, holding that position for many years after its organization in 1845, and is still interested, while leaving its active management to younger men. He was a member of the First Presbyterian Church, F. Bascom, pastor, then situated at the southwest corner of Washington and Clark Streets. Later he was a member on the West Side. He was an original member of the Third Presbyterian Church, and the first clerk upon the organization of the First Congregational Church.

James McMullen. There is scarcely a visible evidence of Chicago's greatness that does not, internally or externally, bear mute but eloquent witness to the enterprise of her lumbermen—that hardy, sturdy class of business men who, from first to last, have brought to the gates of the city the materials of which it is constructed, and whose numerous establishments have been so many agencies for its distribution. The old lumbermen are always interesting. There is something in the simple story of their homely achievements that appeals to the admiration of those to whom character is an edifying study, and the old lumbermen were mostly men of high character and of the most praiseworthy ambition and efforts. Certainly there is no other class of deceased business men of Chicago, whose memory is greener than that of those pioneer lumbermen; none other who are better remembered for having been the associates, socially and commercially, of the founders of the World's Fair City, or whose monument is to be found in every structure rising on every hand.

Among the many enterprising lumbermen of Chicago, the name and face of James McMullen were for many years most conspicuous. Mr. McMullen was a native of Ireland, where he was born in 1828. When James was but five years of age his parents emigrated to America, settling at Halifax, Nova Scotia, but removing shortly after to Prescott, Ontario, where they engaged in farming. In 1843 they removed to Chicago, where the father engaged in the grocery business. The boy was now about fifteen years of age, and after a brief time in school obtained employment in packing shingles, the manufacture of which from blocks brought from the forests of Michigan

and Wisconsin was quite extensively carried on, not only at this time, but for several years later, the directory of 1851 giving the names of several "Shingle Weavers." The day of sawed shingles did not develop for a number of years subsequently, and the business of shingle "breasting" became quite an industry in connection with the growing trade in lumber. With the advent of Alexander Officer as a lumber dealer in 1849, Mr. McMullen secured a clerkship, and in this position we find him noted in the records of 1855 and until 1862, when Mr. Officer sold out his business. About this time, however, the young man became associated with John Funk and Jacob Beidler in the lumber business, and the firm of McMullen, Funk & Co. continued until the close of the war, when the firm was dissolved. In 1866 Mr. McMullen became associated with his former employer, now, however, as the senior member of the firm of McMullen & Officer, which for many years was a prominent and highly respected member of the lumber fraternity of Chicago. In 1884 Mr. McMullen purchased the interest of Mr. Officer, who had reached an age which warranted retirement from active business, and until 1888 conducted the business alone. At this time he retired from active business to enjoy the fruits of a life of industry and uprightness, throughout which he had maintained the friendship of all who had been connected with him from the early day of his business experience. Mr. McMullen, as a member of the various firms with which he was connected, was a member of the Lumberman's Board of Trade (1874), and of the Lumberman's Exchange, upon the amalgamation in 1875, continuing the connection until his retirement from business. He was a man of liberal instincts, and devoted to the interests of his church. He died February 21, 1893, leaving a wife and six children to mourn his departure. He was twice married, first to Margaret Curran, daughter of Phillip Curran, of Ireland. She died in 1855, leaving one daughter, Elizabeth, who became the wife of Eugene Keogh, of Chicago. His second marriage was to Mary A. Young, of Canada, who died in 1894, and who bore him the following children: John H., Walter J., William T., Agnes E., Alice M. and Mary A. Mr. McMullen, though not in the ordinary sense a politician, was during all his active career interested in political matters, and particularly so in those pertaining to the city of Chicago. In 1871 he was nominated for alderman from the Ninth Ward, on the "Fire-proof" or Republican ticket.

Among the lumbermen of the city Mr. McMullen was regarded as one of the most thoroughly posted in all branches of the lumber trade, of the many expert lumbermen of Chicago. His judgment was often sought upon matters of the first importance in connection with the lumber trade, and when his opinion was obtained, it invariably formed the basis of action upon the questions under consideration.

Read Amariah Williams. A name very frequently encountered by the student of lumber history in connection with Chicago is that of Read A. Williams, who was identified with the business at a date early enough to admit of an entrance into the "pioneer" class. Mr. Williams was a Yankee from the Nutmeg State, having been



J. A. Smith

born at Mansfield, Conn., in 1808. In his early youth, however, his parents removed to Morrisville, Madison County, N. Y., where he obtained such education as was afforded by the district school and local academy, combined with extensive reading, for his disposition prompted a research into all the available literature of the day, with a view to a truthful knowledge of men and things, and their proper relations to society and the world in general. His first business venture was in general merchandise in connection with his younger brother, Dwight T. Williams, at Morrisville, N. Y., continuing in mercantile pursuits until 1843, when he came West and engaged in the buying of produce and furs in the country, and finding market for them in the young but thriving city of Chicago, until in 1846 he entered into partnership with James Leonard, and the firm of Leonard & Williams established a lumber yard on Randolph Street, near the corner of Clinton Street, the depot then being located on the west side of the Kinzie Street bridge. In 1851 Mr. T. M. Avery purchased the Leonard interest, and the firm became Williams & Avery, and so continued for about ten years, the business proving very profitable. Upon the dissolution of this partnership in 1856, he for a year or more engaged with his brother John M. in the purchase of real estate and building. Mr. Williams was for a time associated with Mr. W. D. Houghteling in a general grain and commission business, until about 1860, when he became connected with the late Martin Ryerson as business manager of the extensive yards of that gentleman, and so resumed his connection with the lumber business of this city. Mr. Williams had the reputation of being the best salesman on the Chicago market, and it was claimed for him that he could secure better prices for the same grade of product than any other man. So well was his reputation established that during his employ by Mr. Ryerson, he commanded a \$6,000 salary, which in those days was abnormally large. His ability to present a subject with clearness, his facility as a correspondent, and his polite address, won for him a host of friends, and his success in building up a Western and Southwestern trade was phenomenal. His trade with St. Louis merchants was the envy of competitors. He was an exceptionally broad-minded, active and progressive business man of intelligent perceptions. About this time his health failed, and in 1867 he removed to Red Wing, Minn., where he engaged in money-lending and real estate until his death, in 1872. Mr. Williams was married at Morrisville, N. Y., to Miss Celista Haughton, of that place, by whom he had four children, the only son dying at an early age. Of the three daughters the eldest is the wife of J. Newton Ninde, editor of the *Mississippi Valley Lumberman*, of Minneapolis, Minn.; the second daughter is the wife of Lyman J. Boynton, of Red Wing, Minn., and the third daughter is the wife of Hugh M. Wilson, business manager of the *Railway Age*, of Chicago. The widow of Mr. Williams is at this time residing at Red Wing. Mr. Williams was in 1848 elected an alderman of the Fifth Ward, an office which he held for the term of two years. He was an ardent Republican, and an active anti-slavery advocate, and became connected with the Republican party

at its inception, having previously voted for James Birney, the abolition candidate for the presidency.

Alexander Officer was born at the town of New Cumberland, in Cumberland County, Penn., on the 15th of September, 1817, his parents being Alexander and Sarah (Shoch) Officer, worthy and respected people, who followed the tanning business for a livelihood. They had seven children.

Alexander, the subject of this sketch, was the third of their family, and is at present one of only three now living. He received in youth a limited education, and early learned the trade of a tanner in his father's shop, in which he continued to work without notable change until he was twenty-one years old. After that date, and until he was twenty-eight years old, his father paid him \$10 per month for his services and permitted him to invest his surplus earnings in hides, which were to be tanned at the shop, and were then his own property. In this manner, by the time he was twenty-eight years old, he was the owner of about \$450 worth of hides—the total savings of about seven years of hard work during the most active period of his life. When it is reflected that his savings represented only about \$5.35 per month, the extraordinary disparity between the wages of a man then, and now, cannot fail to strike the thoughtful person with astonishment; but there are many old men now living who passed through the same experiences, who now, like Mr. Officer, give away in charity more at one offering than they formerly saved in a year's time. And it shows the broad, noble character of the man who can thus rise above circumstances and live honorably and successfully, first where he could command but \$5.35 per month, and, second, where now he can command many thousands of dollars. Such men are broad-gauged and are capable of any great achievement where honest effort and expanding intelligence are required.

At the age of twenty-eight years, with his little stock of leather valued at about \$450, he came out west and settled at Mount Carroll, Carroll County, Ill. His intention was to buy in St. Louis the material necessary to finish his stock of leather; but, finding that the demand for leather was weak and uninviting, he gave up the plan and engaged to teach a nine-months school in Mt. Carroll, at the conclusion of which he secured employment as clerk in the general store of Haldeman & Co. They operated in connection with their store a large flouring mill and did an extensive business. He was fortunate in obtaining from this company the privilege of placing his stock of leather in their store and retailing it out to meet the local demand. After two years spent with this firm he came, in 1847, to Chicago to attend the common-school convention which was held here that year, and while thus engaged was fortunate enough to meet and become acquainted with John Young Scammon, who seemed to take quite an interest in him and expressed a wish that he would come to Chicago to live permanently. Upon reflection Mr. Officer determined to do so, and accordingly in April, 1848, he returned and secured employment as book-keeper for Sylvester Lind,

then in the lumber business at the corner of Water and Lake Streets. Six months later Mr. Lind sold his lumber yard, whereupon Mr. Officer went to his friend Mr. Scammon to describe his situation and ask his advice. Mr. Scammon at once placed him in charge of a hardware store which had fallen into his hands by reason of the failure of Vandercook & Co., but a few months later, when the firm found a purchaser for the stock, Mr. Officer was again thrown out of employment. He went to Mt. Carroll, where he passed the winter, and in the spring of 1849 returned to Chicago, and on May 12 started a lumber yard at the corner of Randolph and Market Streets, leasing the yard from his staunch friend Mr. Scammon. He continued successfully in this business until 1862, moving his yard in 1850 to Market and Monroe Streets and in 1856 to Canal and Monroe Streets, but in 1862 sold out and quit the lumber business. Then, in company with his brother, Robert W., now deceased, he engaged in the hide and wool business on Kinzie Street near Clark, the war making these articles very valuable and their handling very profitable, if ably done. In the spring of 1866 his old clerk, James McMullen, who had been with him from 1849 until he sold out in 1862, came to him and wanted to form a partnership with him in the lumber business, which he agreed to, and the firm of McMullen & Officer opened their yard at Canal and Randolph Streets. In 1869 they removed to Throop and Lumber Streets, in 1876 to Main and Cologne Streets, and in 1884 Mr. Officer sold his interest in the firm to Mr. McMullen, since which time he has lived retired from active business pursuits. By honorable conduct, strict and industrious business methods and by a constant study of the laws regulating and governing the trade and market he had amassed a competent fortune and at the age of sixty-seven years was entitled to rest from his labors. Old age had come swiftly upon him, his hair and beard had become snowy, but he had gained with his fortune a name against which no word of reproach was ever uttered.

On the 16th of October, 1850, he was united in marriage to Miss Fannie M. Dickinson, an adopted daughter of Dr. Dickinson, of Peoria, Ill., and by her four children were born to him, only one of whom is now living: Kate, wife of Rollin A. Keyes, a member of the firm of Franklin McVeagh & Co., and one of the leading business men of this great city. Mr. Officer's wife died in 1860, having lived a consistent Christian life as a devoted member of the Swedenborgian Church. Four years later, or in October, 1864, he took for his second wife Miss Emma M. Hemple, daughter of Samuel Hemple, of Philadelphia. Himself and present wife are members of the Swedenborgian Church, located since the fire of 1871 at 17 Van Buren Street, in which he has long been chairman of the executive committee and has taken a deep and active interest. He is also a member of the Union League Club and resides at Kenilworth, three miles north of Evanston, on the Northwestern Railway, where he has a beautiful and happy home. He is one of Chicago's most respected, purely self-made men, and has the high respect of all who are honored by his acquaintance and friendship.

George Randall Roberts. From the year 1848 until his death in 1875 George R. Roberts was a prominent member of the lumber fraternity of Chicago. Mr. Roberts was born at Mohawk, Herkimer County, N. Y., March 27, 1818. His father, Col. Amos Roberts, was born at Litchfield, Conn., in 1786, and served with distinction in the War of 1812, where he won a colonelcy. He was a merchant by occupation and came west to Grand Rapids, Mich., in 1837, where he for many years kept a general store, combining with it the manufacture of lumber on the Rogue River, a branch of Grand River, and these occupations were continued until his death in 1873, aged eighty years. He was married in 1809 to Sally, daughter of Jacob Hurd, of Middle Haddam, Conn., who survived him and lived to the ripe old age of one hundred years and seven months, passing away February 7, 1891.

George R. received his education in the common schools of the day, and in 1838, with his brother Amos, began farming near Ionia, Mich., but his inclinations tending more to merchandise, he abandoned the farm in 1847 and settled at Chicago, in a lumber business, at Harrison Street and the river, his father and younger brother William supplying stock from their mill on Rogue River, and being the silent partners of the firm of George R. Roberts & Co. During the same season the business was sold to D. R. Holt, who from that time has figured in the trade of this city. Losing trace of his record for a period subsequent to the panic times of 1847 we find him recorded in the directory of 1851 as located at a yard on West Water Street, and in 1853-54 he is described as being on the river between Madison and Monroe Streets, and about this time we find his name in connection with that of T. Sylvester Parker. The family still continued to operate a mill on the Rogue River, upon which Mr. Roberts mainly depended for supplies, which during the earlier years, from 1838 reached Grand Haven by raft, and were there loaded upon vessels for Chicago. The partnership with T. Sylvester Parker terminated in 1861, and during 1862 Mr. Roberts operated his yards alone, but in 1863 took as a silent partner William H. Waite, then cashier of the Western Marine and Fire Insurance Bank, Morton B. Hull representing the Waite interest and acting as book-keeper for the firm until the spring of 1866, when Mr. Hull and James B. Calkins purchasing the Waite interest, the firm became Roberts, Calkins & Hull, and continued in business until late in 1868, when Mr. Hull, purchasing the Calkins interest, the firm on January 1, 1869, became Roberts & Hull, and so continued for three years after the death of Mr. Roberts in 1875, according to a request in his will, in which Mr. Hull was named as executor.

Mr. Roberts was married in 1852 to Miss Ann Augusta Buckley, of Hartford, Conn., three children resulting from the union, of whom one son and one daughter, together with the widow, are living.

James Leonard. The lumber trade of Chicago has from its inception attracted to it men of great ability and the highest integrity, who have stamped it with the impress of their own sterling worth, and made it in many respects the most important



James Leonard

Adelphi Brothers, Publishers, Chicago.

of its kind anywhere in the country. The pioneers in this trade were men of brains and of brawn. Many of them had had long experience in all the branches of lumbering. Some of them had manufactured in a small way and had gained a knowledge of the Chicago trade through selling their products in its markets. They were not only merchants but workers, superintending every detail of their business and putting forth every effort to build up their patronage and extend it. Some were recruited from the ranks of other trades than that of the lumberman. Most of them did their part in developing Chicago and making it the great center of commercial operations it has become. Such men did honor to Chicago and Chicago has delighted in doing honor to them. They have been the friends and associates of the best men that Chicago has developed and their Lumberman's Exchange has made them known in the commercial circles of the world. Among the earliest, and long one of the most prominent, always one of the most worthy of these merchants in lumber, was the late James Leonard, who was in the trade continuously from 1846 to 1870, almost a quarter of a century.

Mr. Leonard's name first appears among those of Chicago lumbermen as a member of the firm of Williams & Leonard in 1846. His partner was Read A. Williams. In 1851 Mr. Leonard sold his interest to T. M. Avery and the firm became Avery & Williams. In 1854 he formed a partnership with Claude J. Adams, which, under the style of Leonard & Co., was doing business at the corner of Madison and Canal Streets as late as 1857. The firm of James Leonard & Co. succeeded this one, and the directory for 1858 locates their enterprise at "South Market and Jackson Streets and Madison Street bridge." Mr. Leonard's subsequent operations are too well remembered to require detailed treatment in this connection.

When Mr. Leonard retired from the lumber trade in 1870 it was to give his attention more particularly to real estate, in which he had already made some profitable investments and to care for his own acquisitions. His principal operations were on the West Side, where, in his various transactions he added materially to his worldly store. His ability to care for large interests was often called into requisition in the settlement of estates.

Mr. Leonard was born at Cazenovia, N. Y., in 1809, and in early life was a saddler, following his trade at Cazenovia, Eaton, Syracuse and other points in New York State, before coming West. He was married October 6, 1850, to Miss Helen Amelia Adams, of Syracuse, N. Y. His death occurred at his residence 3668 Michigan Avenue, January 29, 1893. His widow survives him. A warm friend and admirer of Prof. Swing, Mr. Leonard was a member of the Independent Church established by him, from its organization. He was singularly free from ostentation. His manner was simple, direct and hearty, and his hand was ever open to supply the wants of the needy, whose assistance he deemed a part of his appointed work. Though but little known to a later generation of lumbermen, Mr. Leonard was highly esteemed by his

associates of former years and passed away in the fullness of a ripe age, the crowning glory of a useful life, leaving a handsome competency.

John Marshall Williams. Among the living pioneers of the Chicago lumber trade must be named John M. Williams, now residing at Evanston, twelve miles from the court house, and who was a member of the firm of Lull & Williams, who in 1848 opened a lumber yard on the corner of Randolph and Jefferson Streets. The completion of the Illinois and Michigan Canal in this year had given a great impetus to all branches of Chicago trade, and to none with greater effect than was experienced by the lumber business.

John Marshall Williams was born at Morrisville, Madison County, N. Y., in 1821, his parents being Amariah Williams, who had emigrated from Mansfield, Conn., and his wife, Olive Read, of Ashford, Windham County, Conn., and who gave to John M. the advantages to be obtained from the common schools and academy at Morrisville, supplemented by a course of study at the Oneida Conference Séminary at Cazenovia, N. Y. His early business experience was in a general country store at Morrisville until in the spring of 1848 he came to Chicago and formed the firm of Lull & Williams with a yard on the corner of Randolph and Jefferson Streets.

Randolph Street was at this time the main road to the country, Union Park being the outside limit of settlement in that direction, and it was no unusual thing to see a string of ox teams, sometimes two and three deep, extending half a mile to a mile back from the river, each loaded with grain or produce, which each owner expected to sell, and in a majority of cases, to load up with lumber and other supplies for the return journey to the Fox and Rock Rivers and the further West. At this time the principal lumber dealers in the city were Sylvester Lind, Underwood & Co., Ferry & Co., Butler & Norton, N. & C. H. Mears and Leonard & (R. A.) Williams, this latter firm having been established in 1846. Mr. Williams' health failing, the firm of Lull & Williams was dissolved in the fall of 1848, and news of the discovery of gold in California reaching the East, he, in 1849, determined to risk an increase of ill health and to overcome all obstacles, in pursuit of recuperation in the Golden State. Although fairly successful in his efforts, one year sufficed, and in 1850 Mr. Williams returned, settling for a year at Elgin, then the terminus of the Chicago, Galena & Union Railroad, where he remained until the spring of 1851, when coming to Chicago he joined with Martin Ryerson and (——) Morris in forming the firm of Williams, Ryerson & Co., with a yard on the river at the corner of Fulton and Canal Streets, this firm continuing for five years, and until 1856, when it dissolved by limitation.

The Board of Trade was in 1858 located on the northeast corner of South Water and Wells Streets. At this time the lumbermen were in a majority of the membership, and were accorded committees, and inspection regulations of their own choosing, and with this body Mr. Williams was thus early connected.

From 1861 to 1863 J. M. Williams was associated with W. D. Houghteling (later

a prominent lumberman) in the grain and commission business. One of the most noticeable effects of the opening of the Illinois and Michigan Canal in 1848 was demonstrated in the immediate advance of the lumber interest, as well as in other branches of trade, including a constantly increasing amount of grain and the receipts, which in 1847 had been 32,000,000 feet, increased in 1848 to the 60,000,000 mark, and henceforth the trade experienced a yearly increase, proportioned to the now rapid settlement of the western prairies.

It is said by Mr. Williams to have been a legend of the day that mosquitoes first made their appearance with the opening of the canal, the locality having been free from that pest previous to that time. Be that as it may, it is certain that if it brought some discomforts of a minor nature, the canal gave an impetus to the trade and growth of the city which cannot be overestimated in its favorable results.

Mr. Williams continued in connection with the lumber trade of Chicago until 1860, after which he established a wholesale grocery business, but relinquished it in the course of a few months. In 1861, in connection with W. D. Houghteling, he was for a couple of years engaged in the grain-buying and commission trade, and having in the course of years acquired considerable city real estate, engaged in its improvement, wisely believing that with the growth of the city it was a good thing to hold. Through this he was led in 1869 to establish a wholesale hardware business, and was thus engaged when the great fire of 1871 swept away all the improvements of his centrally located property, and as well his store. Being largely insured in English companies his loss was minimized in comparison to a vast number of the sufferers of that memorable event, and Mr. Williams was among the first to rebuild his fine block on the corner of Monroe and Fifth Avenue, being ready for occupancy early in the following spring, and it is still a prominent building of that locality.

Mr. Williams has for many years resided at Evanston, and having attained a ripe old age is enjoying the rewards of a well-spent and temperate life, with that vigor of constitution which marks the experience of so many lumbermen of the days when broadcloth, fine linens and steam-heated offices and dwellings, were comparatively unknown, but when plain and plenteous fare, pure air and honest labor conduced to health, as well as wealth.

Mr. Williams was married in 1850 to Miss Elizabeth C. Smith, of Nelson, N. Y., and of the fruits of this union two sons and four daughters are living. His son Walter S. was for some years a member of the firm of J. H. Pearson & Co., and for two years, in connection with his brother Lucian M., operated yards at Riverdale and at Hammond, suburbs of Chicago. Walter died in 1889 of typhoid fever contracted at Ashland, Wis., where he was attending to the manufacture of the firm's lumber. Lucian M. and his younger brother Nathan W. are now assisting their father in the care of his city real estate, and his quite large interests in pine and iron lands on the north shore of Lake Superior. Mr. Williams soon after his arrival in Chicago became con-

nected with the First Congregational Church, of Chicago, and continued as an officer in that church until his removal to Evanston, where he became one of the original members of the Congregational Church of that (then) village. He has always been ready to assist in every good cause and Christian work, which came to his notice, by his earnest efforts and benefactions.

Albert Tracy Lay. In a consideration of the development of the great Northwest, sight must not be lost of those pioneers who in settling and developing the timbered sections have thereby made possible the wonderful growth and progress of the prairie States. No firm or individual is perhaps better entitled to credit in this respect than is the house and individual membership of Hannah, Lay & Co., to whom the peninsula of Michigan is so greatly indebted, and who as pioneers of 1850 have been a potent influence in the settlement of that vast region bordering on Lake Michigan.

Albert Tracy Lay, of this firm, was born at Batavia, N. Y., June 18, 1825. His father was a lawyer, and represented his district in Congress from 1832 to 1836. Albert was educated at a private school, and at the age of sixteen took a clerkship in a country dry goods and general store, which business he followed for eight years. At the age of twenty-four he, in October, 1849, came to Chicago, and made preparation to go into the lumber trade, by associating himself with Perry Hannah, a clerk of Jacob Beidler, and James Morgan, an English capitalist who had settled at Blue Island in 1842, and the firm of Hannah, Lay & Co. was established, and in 1850 opened a yard on the northeast corner of Canal and Jackson Streets, where they remained for ten years, being the farthest yard south with the exception of Ferry's storage yard. In 1860 the firm removed to Lumber Street, south of Twelfth Street, where it remained in the wholesale lumber business until its final withdrawal in 1889.

In 1851 the firm bought a small water saw-mill at Grand Traverse, Mich., which had been built in 1848 by Capt. Harry Boardman, of Napierville, Ill., and which had a capacity for cutting from two to three thousand feet in a day of twelve hours. The mill was engaged in cutting the timber in the immediate vicinity but, before purchasing, the firm assured themselves that there were ample timber resources up the river, and that the river was available for floating logs. They at once proceeded to the erection of a steam saw mill, which contained two mulay saws and an old-fashioned siding mill, which gave them a capacity of about 15,000 feet per day of twelve hours. In 1857 the firm built a second mill containing two circulars, and a few years later remodeled it by removing one circular and substituting a pony gang. About 1868 they built another mill at Long Lake, seven miles from Traverse City, in which they placed a circular and gang. The lumber from this mill was teamed in winter to Traverse City to be shipped the following season. About 1875-76 a planing mill, shingle mill and dry kiln were added to the Traverse City plant. In their early history the firm purchased the Erie Canal boat "Beals," and brought her to Chicago, and after



Munsell & Co NY & Chgo

Am Williams

enlarging her by lengthening, called her the "Albert," and painting the name of the firm the whole length of both sides, placed her on the Michigan and Illinois Canal, to ply between Chicago and Naples. Owning many water craft during their career, this was the only one which was given the name of either member of the firm. From the purchase of the water mill in 1851 the firm began the accumulation of timber lands, and their holdings from the first to last aggregated between 50,000 and 60,000 acres, with a supply of timber which enabled them after operating for forty years, with a yearly cut averaging probably 25,000,000 feet, or an aggregate of 1,000,000,000 feet in the forty years, to dispose of an amount estimated at 250,000,000 feet to John Torrent, of Muskegon, as a final wind-up in 1889. For many years after the firm began operations in 1851 the country south of Traverse Bay was almost wholly unsettled. Between the mouth of the Muskegon River and Traverse Bay there were three small mills, one at Pere Marquette, one at Hamlin and one at Manistee. In summer the communication was by vessel; in winter by Indian trail and on snowshoes. In 1853 Mr. Hannah, having occasion to go to Chicago, took the latter method, camping at night in bough houses improvised for the occasion.

The same year Mr. Lay went to Washington and secured the establishment of a post route to Croton, in Newaygo County, and another to Manistee and Traverse City, his bid of \$400 per year for four years for carrying the weekly mail on the latter route, being accepted. The mail was carried on the back of an Indian for several years. This was the first mail route north of Manistee, in fact there was no settlement north of Traverse, except the Ojibway Mission at "Old Mission," on the west shore of East Traverse Bay and the Mormon settlement on Beaver Island, although an occasional settler was to be encountered in the forest. Immediately on arrival at Traverse City the firm established a small supply store in a log building, but in 1852 erected a frame store which answered all purposes until 1859, when it was enlarged and placed under the control of Smith Barnes, who, when it was reorganized as the "Hannah Lay Mercantile Company," continued in charge and has built up probably the largest mercantile business in northern Michigan. In 1853 Mr. Lay was a candidate for the State Legislature from a district including everything north of Manistee, but was defeated by "King Strang," who was at the head of the Mormon colony on Beaver Island, and controlled too many votes to be overbalanced by the few inhabitants of the main land. In the same year the county of Grand Traverse was organized by Judge Martin (afterward chief justice of the Supreme Court of the State), who, coming from Manistee to try a man who was arrested for the murder of his own child, recognized an escaped criminal among the employees of the firm, and at once took steps to establish a county government, of which Mr. Lay was made deputy sheriff, deputy county clerk, deputy county treasurer, deputy school inspector and deputy for all the rest of the county offices, until a formal organization of the county was perfected and regular officers elected. At the trial of the murderer before mentioned it became necessary to shut

down the saw mills and call in the men from the woods in order to secure a jury. The law's delays were not invoked as at the present; no special pleadings were interposed; the criminal was arrested and brought down from the North; there was no jail in which to confine him, and he was chained to the posts of the mill until Judge Martin could come and try him; he was promptly found guilty and sentenced to State's prison for life, and there was no writ of error or other delay to hinder his reaching his future home as quickly as he could be taken there. The Hannah, Lay & Co. Company was practically for years the whole of the north shore. From 1852 to 1857 Mr. Lay made Traverse his home, Mr. Hannah attending to the Chicago business in summer, and joining Mr. Lay at Traverse in the winter. After 1857 Mr. Hannah took charge at Traverse and Mr. Lay remained at Chicago. What changes have since that day come over the face of the whole country! Chicago, from a few thousand population, is a city of 1,500,000. Traverse, from a few saw mill operators, is a city of 6,000 people, with two banks, five or six good hotels, a foundry, electric lights, a water-supply system, a large flour mill to grind the grain raised on the farms of a fertile and well-cultivated surrounding country, a daily newspaper; free delivery of letters and three railroads, one of which, seventy miles in length north from Manistee, is a novelty in that it has neither stock nor stockholders, bonds nor bondholders, but was built, equipped and run by a Manistee lumberman as an individual enterprise, and has proved a paying investment from the start. The depot grounds for all the railroads were donated by the company. As before remarked, Hannah, Lay & Co. commenced business in 1850 and continued until 1889. Its original capital was \$6,000; during its career it had manufactured fully 1,000,000,000 feet of lumber, besides shingles and lath, it had built, bought and owned several vessels both sail and steam, including the schooner "Telegraph," brig "J. Young Scammon," and steamers "Clara Belle," "Grand Rapids," "H. S. Faxton" and "Allegheny," running from Traverse City and way ports to Mackinaw. The latter ran from 1859 until 1870, in which year they commenced the construction of the steamer "City of Traverse," which began her career in 1871, and was practically the pioneer in the establishment of the summer resort traffic which has now reached such enormous proportions on the north shore.

After forty years of active business life, the mills and remaining timber were sold to John Torrent, the steamer "City of Traverse" to the Austrian Lake Superior Steamboat line, and the yard in Chicago was closed out. But the members of the firm were by no means superannuated, neither were they ready to cease activities or retire from business. The Chamber of Commerce, a large stone structure on the corner of Washington and La Salle Streets, was for sale, and they purchased it and became the pioneers in the construction of one of the mammoth and lofty buildings for which Chicago has become noted. Placing jack screws under the immense structure of stone, which was the equivalent of a five-story building, the foundation was reconstructed with grout and railroad iron; an internal construction of iron was carried to

the height of 200 feet, including fourteen stories and attic, the outside walls being constructed of terra cotta, and a noble fire-proof pile of 600 office rooms, valued at \$3,000,000, stands as a monument to the enterprise of one of Chicago's most sagacious and successful firms of lumbermen. The history of Albert Tracy Lay is the history of the firm of which he is an active member.

Mr. Lay is one of the most active and youthful of the older generation of Chicago merchants. His activities have not been wholly confined to the prosecution of his business ventures. He was for many years warden and vestryman in Grace Episcopal Church, and has exercised a beneficial influence upon all who have come within the compass of his associations. He was married in 1855 to Catharine R. Smith, and three daughters are the fruit of the union.

Perry Hannah. Few names have been more conspicuous among the lumbermen of Chicago than that of Perry Hannah, of the pioneer firm of Hannah, Lay & Co., a gentleman whose active connection with the Chicago trade dates from 1846. Mr. Hannah was born in Erie County, Penn., September 22, 1824. He was the son of Elihu L. Hannah, a native of Connecticut who married Miss Anna McCann (the mother of Perry), who was a native of Erie County, both being of Scotch descent, though early colonial settlers. Being a farmer and having the misfortune to lose his beloved wife by death in 1827, Mr. Hannah in 1832 removed to Port Huron, Mich., where he continued to reside for over twenty years, after which he removed to St. Clair, Mich., where he died in 1862.

The region was in those days rich with the finest white pine timber ever known in the country and Mr. Hannah was among the first to enter upon the business of lumbering, which but a few years later became the principal commercial industry of the State, the Black River emptying into the St. Clair at Port Huron, affording a grade of timber of that character which in later years made the name of "Cass River" synonymous with all that was most desirable in lumber.

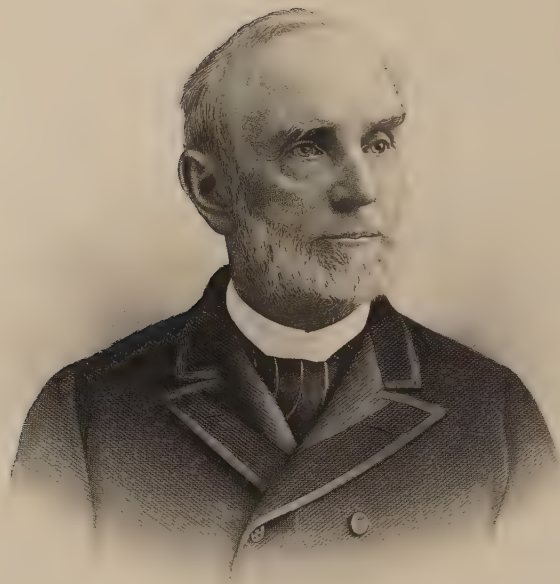
Mr. Hannah's first venture was in the rafting of logs from the wilderness about Port Huron to the center of then existing civilization, Detroit, where some saw mills were in operation. Perry, who was the second son born to the first wife of his father, remained in Erie County until he was thirteen years of age, enjoying the advantages of a common-school education; he then went to Michigan and assisted his father in rafting logs during the summer, which had been cut during the previous winter for the firm of White & Coffin, of Detroit, one of the earliest manufacturing firms of Michigan. The logs were made into rafts of about 1,000,000 feet and, floating with the current, were frequently as much as four weeks in their passage down the river and across Lake St. Clair to Detroit. Tow boats were practically unknown in those days, and the drifting current, with a few boards stood on end for a sail when the wind was favorable, was the supplement to the long sweeps or poles with which the course was kept, the shore avoided, and the few sailing vessels passed on the right hand or

starboard side. Night was the most feasible time for starting with a raft, as the winds were usually more favorable to aid the drifting down the river with the current. Perry followed rafting until he was eighteen years of age, when he entered the mercantile employ of John Wells of Port Huron, and for about three years was engaged in the dry goods business. In 1846 he came to Chicago and entered the employ of N. S. Mead & Co., lumbermen, whose yards were located on the corner of South Water and Franklin Streets. After two years' service with this firm he entered the employ of Jacob Beidler, remaining for two years, or until May, 1850, when, through the aid of Mr. Beidler, he commenced business on his own account in connection with A. Tracy Lay, now of Chicago, and James Morgan, of Hyde Park, Ill., forming the firm of Hannah, Lay & Co., of which at a later day William Morgan, now of Los Angeles, Cal., became a silent partner. The first yard of the firm was located on the corner of Jackson and Canal Streets, where they continued business until 1860, when they removed to the corner of Maxwell and Lumber Streets, where they continued until their retirement from the yard business in 1887. In 1851, soon after the formation of the firm, pine lands were purchased in the neighborhood of Grand Traverse Bay, Michigan, and mills started on the west arm of the bay, which location has since become known as Traverse City.

There were probably not a half dozen white men within 100 miles of the spot, when the hardy lumbermen with their axes, saws and teams began the work of cutting down the noble pines, and of building a saw mill with which to manufacture them into lumber. The mill was, like all others of that day, but a small concern as compared with even the small mills of to-day, but the firm manufactured 3,000,000 feet, adding improvements from time to time until the yearly cut reached as high as 20,000,000 feet. In 1887 the mills and timber lands of the concern, which had increased to hundreds of thousands of dollars since the first small venture, were sold to John Torrent of Muskegon, the firm retaining their interest in the town site of Traverse City, now numbering 6,000 inhabitants, and as well in their large mercantile establishment, now employing sixty men and with sales reaching \$500,000 annually, in a general line of goods. This establishment occupies a floor space of over two acres, in a three-story building of 112x222 feet, besides several smaller buildings for storage purposes.

The first store of the young firm was in a building 16x20 feet, which for many years afforded ample facilities for their trade, which is now conducted on the department principle.

During the period in which the firm was engaged in manufacturing at Traverse City, it handled its own product entire, at its yards in Chicago, Mr. Hannah and Mr. Lay exchanging positions every six months, the one superintending the manufacture at the mills, the other the sale at the yards, until in 1855, in consequence of Mr. Hannah's superior knowledge of manufacturing, he took up his residence at the mills.



A Tracy Gay

At the inception of their Maxwell Street yard in 1858 they were laughed at for going so far beyond the limits of settlement. When they disposed of their business in 1887 the trade had gone so far beyond that point that their yard was not in line with current business. They had the advantage in October, 1871, of being south of the devastation caused by Mrs. O'Leary's cow, and their large yard full of choice lumber aided materially in the rebuilding of the city.

The firm has been instrumental in building up the beautiful Traverse City, one of the most thriving of the many prosperous cities of Michigan, owning the original site, and retaining so much as has not been disposed of in its development. Its three lines of railroad present a strong contrast to the days when an occasional steamboat or vessel, or in winter, snowshoes or sled, were the only methods of communication with the world. Often has Mr. Hannah spent several days on the journey from his mills at Traverse City to the forks of the Muskegon River, a distance now to be traversed in fewer hours than it then demanded days. Mr. Hannah is president of the Traverse City State Bank, organized during 1892 by his firm, with a capital of \$100,000.

Previous to this organization, the mercantile firm of Hannah, Lay & Co. had done the banking business of the surrounding country for the forty years of its business career. The firm has been instrumental in forwarding all the improvements and developments of the town, its water works, electric lights, etc. It has a large flouring mill, with capacity of 150 barrels per day, grinding the wheat of a fertile surrounding country. The operations of the firm were for many years confined to the manufacture of white pine lumber, but of late the valuable hardwood timber of this Grand Traverse region has received much attention and the firm is interested in its manufacture, the principal varieties being maple, ash, elm and beech, with considerable hemlock. This firm was the first to introduce maple flooring to the Chicago market, finding 200,000 feet an ample supply for many years, but with such favor was it received that one Chicago yard now handles 40,000,000 feet annually.

The firm of Hannah, Lay & Co. still consists of the same members as in the years gone by, and owns the entire capital stock of the elegant Chamber of Commerce building, valued at \$3,000,000 and located on the corner of La Salle and Washington Streets, Chicago.

Mr. Hannah was married January 1, 1852, to Miss Annie Flinn, of New York City; they have three children: Hattie A., wife of J. F. Keeney, of Chicago; Julius T., cashier of the bank at Traverse City and manager of his father's affairs in his absence, and Claribel.

In politics a Republican Mr. Hannah was a member of the Michigan Legislature of 1856 and has held the office of president of the council of Traverse City since its organization, and has been for twenty-seven years a member of its school board.

No man is more highly respected and none possess a greater influence for good in the circles with which he is called to mingle.

Freeland B. Gardner. The principal distinction between the successful business man and the unsuccessful one is that the former has had the mental penetration to see his opportunity, and the nerve and skill to grasp and handle it, while the latter has not. It is not paying the man of pluck and brain proper credit to say that luck or fate, exclusive of his own industry and ability, has given him his success in life. This is particularly true of the business men of Chicago to whose efforts and enterprise the prosperity and prominence of the city are in a large degree due. While it is true that the natural advantages of Chicago have been great, it is also true that the adventurous spirit of its commercial men has contributed more to its extraordinary growth than any other factor. The methods adopted by the brainiest and most adroit operators, have been reduced to a perfect system and afford an instructive lesson to the student of commercial science.

In 1839, when Freeland B. Gardner first came out West from his native State of New York, he visited both Milwaukee and Chicago, then small, straggling Western towns, with great possibilities, but very small apparent probabilities. They were full of men just from across the Alleghany Mountains—home and fortune seekers, all like himself, with an eye for any honorable opening to get on in life. All was so unsettled and restless that Mr. Gardner, after looking over the country, returned to New York and for five years thereafter conducted a successful dry goods business at Fort Ann. But the Western fever could not be resisted by this enterprising man, and, accordingly, at the end of five years, he again came West, and, until 1849, was engaged in the dry goods business at Kenosha, Wis., then called Southport. Like other business men of that day, he did not confine his attention to the dry goods trade alone, but was engaged in various other enterprises with the expectation of increasing his profits and bettering his condition. It thus occurred that in 1849 he built, at Pensaukee, Wis., the second saw mill erected on Green Bay, hauling part of the machinery from Kenosha by team. The country then was a wilderness, and it is difficult to picture the hardships of these early enterprises. About this time he opened a lumber yard at Kenosha which he conducted until 1852.

Chicago at this time began to attract attention as a distributing center for all supplies intended for the Western prairies. Rude cabins began to dot the broad plains, and the demand for lumber to be used in fences and houses, immensely increased. This demand and the possibility of turning it to advantage at Chicago, were not lost to as observant and thoughtful a business man as Mr. Gardner, and he determined to come to this city, which he did in the spring of 1852. He immediately formed a partnership with H. B. Hinsdale, under the firm name of F. B. Gardner & Co., for the handling of lumber, and opened a yard on the west side, at the foot of Washington Street. Their business increased enormously, and so continued until 1857, when the panic and hard times of that period squeezed them, with thousands of others, although they came through the ordeal with name and credit unimpaired.

After a time they removed their yard to Wells Street, near Polk, and later still to West Taylor Street, where they were doing business in 1866, when John Spry became associated with him having for some time been in his employ. From 1852 to 1866 was an eventful period for Mr. Gardner. It saw him lay the foundation of his fortune and become one of the most widely and favorably known of the city's business men. Through the panic of 1857 and the floods of "wild cat" and "red dog" private bank issues, he had conducted a constantly expanding business when others as wise and prudent went down in disaster. Through the panic and shifting financial basis of war times his sagacity, foresight and adjustability were equal to every emergency; so that the year 1866 found him self-reliant and prosperous, wise in varied and hazardous experience, and with a large business firmly grounded upon honorable and profitable commercial principles.

In 1866 important changes were made in the partnership. Mr. Hindsdale withdrew and John Spry and H. H. Gardner, son of Freeland B., were admitted, the firm name remaining unchanged. A new era of prosperity was entered upon under the combined experience, energy and ability of the reorganized firm. Mills were multiplied and yards expanded, and to all the principal points of the West and Northwest the products of the firm were sent. Soon after this the yards were removed to Twelfth Street, and were there located when the great fire of 1871 struck consternation to the commercial circles of the West.

In 1873 Freeland B. Gardner severed his connection with the firm of which he had been the moving spirit for so many years. The business was continued by his son and John Spry under the firm name of Gardner & Spry, and later the Gardner & Spry Company, and the yards were removed to Ashland Avenue. Here an enormous business was transacted until 1886, when the concern was divided into two branches, H. H. Gardner & Co. and John Spry Lumber Company.

After Freeland B. Gardner severed his connection with the firm in 1873 he turned his attention to his large manufacturing interests at Pensaukee, Wis., and was thus engaged at the time of his death on December 24, 1883. He had passed through the stormiest periods of the city's history, the panic of the fifties, the troublous times of war, the close financial trials of the reconstruction era, the havoc wrought in trade by the great fire and the steady depreciation preceding the resumption of specie payments in 1879, and had proved one of the city's most courageous, honorable and patriotic citizens, alive to all humanizing influences and movements and the maintenance of public order. He was essentially a business man, but was broad enough to take a comprehensive view of American institutions and civilization, and brave enough to stoutly maintain the governing or ruling social laws.

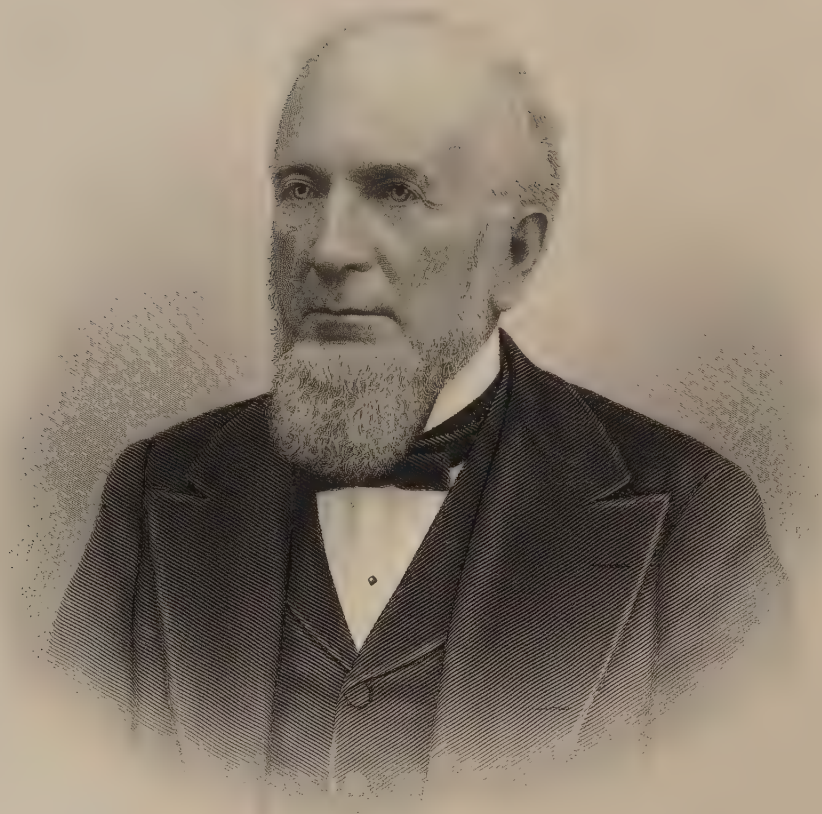
His ancestors and parents were people of high aims and accomplishments. His birth occurred at Elbridge, Onondaga County, N. Y., July 30, 1817. He was therefore past sixty-six years of age at the time of his death. At the age of nine years he went

to live with his brother-in-law, Col. John Hillibut, of Fort Ann, N. Y., with whom he served as clerk in his store, until he had attained his majority. He then began merchandising on his own responsibility at Patten's Mills, N. Y., and so continued until he first came to Chicago in 1839. He was united in marriage in 1841 to Miss Fannie Copeland, of New York, who presented him with three children, a son and two daughters. The son, H. H. Gardner, has become one of the most prominent business men of this city. The family stands high in the estimation of the public.

George Farnsworth. One of the earliest among Chicago lumbermen, and one possessing in the highest degree the respect and confidence of his contemporaries for a full half century, is George Farnsworth, president for many years, and until 1886, of the Oconto and Bay de Noquet Lumber Company, and a gentleman whose life's history is not only interesting, but instructive, in its lessons of honesty and integrity, combined with pluck and perseverance. Mr. Farnsworth is descended from an English branch of the sturdy and aggressive Anglo-Saxon race, which has been predominant in spreading the influence of civilization over the face of the earth, his grandfather having been a native of England and a commodore in the English navy about the time of the revolt of the colonies, while at a later day his son, the father of the subject of this sketch, showed conspicuous talent in the art of war and the genius to command.

The father, James Farnsworth, was born in New Hampshire in 1775, and was married January 2, 1812, to Miss Joanna Keith a native of St. Albans, Vt., who became the mother of George. She was born in 1790 and died in 1864. Her people also seem to have been prominent in military and political as well as social circles in their native Scotland as well as in Vermont, so that Mr. Farnsworth comes from a people who from a social and professional standpoint are renowned for aggressive fighting qualities, combined with sterling honesty and a high order of native ability and character. His father was conspicuous at Fairfax, Vt., as a collector of the historic direct tax levied after the War of 1812, and later was a brigadier-general of militia, being in command about the last time his brigade was called out in 1832. He was a general merchant at Fairfax for many years, and was engaged in lumbering and rafting spars and square timber from Lake Champlain via the Sorrel River and the St. Lawrence, to a market at Montreal and Quebec. In those pursuits he accumulated a fine fortune, but lost it by reason of heavy endorsements of paper, for friends who were unable to meet it, and failed in business, dragging their endorser with them. He lived an active and useful life, and passed away at a ripe old age, at Madrid, N. Y., whither the family had moved in 1837.

Of this family of seven children but two are now living: Caroline, widow of Bradley Barlow, of St. Albans, Vt., and George, who was born at Fairfax, Franklin County, Vt., May 22, 1825. George was thrown upon his own resources at an early age in such wise as to develop those sterling qualities which have been manifest through



Perry Hannah

life. Leaving school when but twelve years of age, he had no later school experience except about six months at Potsdam, N. Y., where he went when fourteen years of age. At the age of thirteen he entered the store of Hickock & Catlin at Burlington, Vt., where he served for a year. In the spring of 1840, at the age of fifteen, he came west to Racine, Wis., and meeting a young man of his own age named Deming Hanks, the two walked the entire distance to Chicago, arriving there footsore and weary and with but \$3 in money between them. The boys secured accommodations for the night at the old Sauganash (Shaw-wau-nas-see.) Hotel, corner of Lake and Market Streets, and after breakfast next morning, finding that the bill was just \$3, paid out their last cent, and with resolute hearts set out in quest of work. By noon young Hanks had secured a place in the drug store of a friend of his, but George Farnsworth was less fortunate, and at night-fall returned to the drug store to sleep with his friend. Having heard that a boy was wanted at a place called Grand de Tour, near Dixon on the Rock River, he the next day borrowed \$5 from young Hanks (who borrowed it from his employer) and walked out to Grand de Tour, a distance of nearly 100 miles, sleeping the first night in a vacant log cabin around which the wolves howled dismally until daybreak, but was less fortunate the second night, which was passed on the bare ground. He reached his destination on the third day only to meet with disappointment, as a boy had just been hired. This was a sad blow to the boy's hopes, but it did not discourage him, rather did it develop the pluck and persistence which has been a marked feature of his life. He was permitted to remain with the man for a few days until his feet were in better condition for travel, when he started for Southport, now the thriving city of Kenosha, where he succeeded in obtaining employ in the store of Hale, Lee & Lay, where he remained about a year. His father dying about this time young Farnsworth returned to the East and saw his mother and the family safely settled with an uncle at Sheldon, Vt., and leaving with them all his money except \$15 he walked thirty miles to Burlington, thence worked his passage to Whitehall and Albany, and thence, by assisting the cook on a canal boat, to Buffalo, obtaining an occasional shilling for service rendered passengers, until on his arrival at Buffalo he found that his original \$15 had increased to \$20, so carefully had he husbanded his original store and subsequent earnings. From Buffalo he took deck passage with Capt. Blake, of the steamer "Michigan," for Racine, and upon arriving there secured a job of digging post holes for fencing in the small lumber yard of a Mr. Lewis. He was but a light stripping of a boy, utterly unsuited for such hard work and on the second day Mr. Lewis, who was a kind-hearted man, placed him in his store to keep books and assist in the lumber yard, and found him so useful that he retained him thus for a year. In the meantime young Farnsworth did not know that he was to receive anything more than his board. At the close of the year his employer asked him why he did not buy new clothes to replace those now almost worn out, and on receiving the reply, "I have no money," Mr. Lewis turned to the books and placed to the boy's credit the munificent

sum of \$600, proving himself a veritable friend and an appreciative employer. These were trying experiences for one so young, but they were the supreme test of his resources and character.

Young Farnsworth then nineteen years old was solicited to form a partnership with Horatio Monroe, a young man of about his own age, who was desirous of engaging in the lumber business, but upon stating that he had no capital, the father of young Monroe bought out the Lewis yard for \$4,000 and loaned young Farnsworth \$2,000, notwithstanding his protest that not being of age he could give no security for the loan. But the elder Monroe was willing to trust the boy, whom he had formed a high opinion of, and whom he desired as a partner for his son, and the young men took possession of the yard. Within six months they had cleared \$4,000, and, young Monroe wishing to engage in other business, they sold out and Mr. Farnsworth tendered back the \$2,000 borrowed of Mr. Monroe, Sr., who insisted on his retaining it for a longer period. Such was the confidence begotten by industry and energy. Pluck and honesty had won their due recognition.

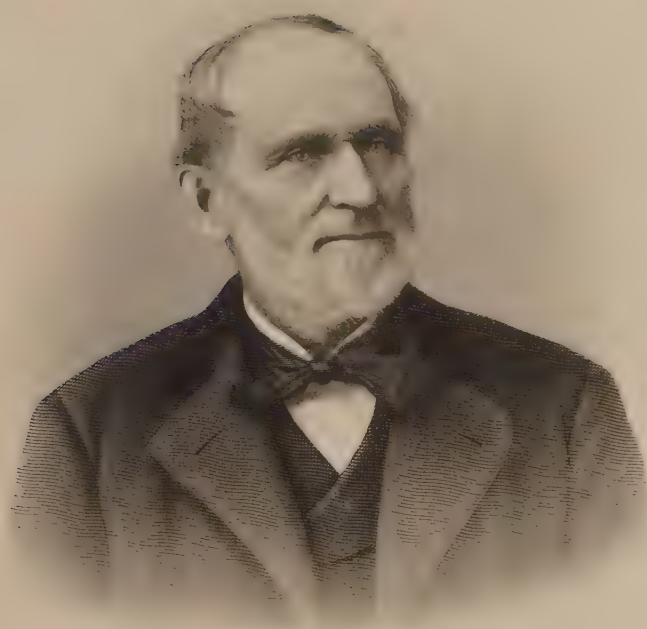
Young Farnsworth then went to Muskegon, Mich., and leased a mill property for one year, paying therefor \$2,000 cash and giving his notes for \$2,000. In the year he managed to clear \$7,000 and began search for a location where he could build and own a mill, and after footing it from Muskegon north, on the east shore of Lake Michigan, to the mouth of the Sheboygan River in the Straits of Mackinaw, he finally selected a site at the mouth of the Pere Marquette River and entered the Government lands on both sides of the river which were then densely covered with pine, and erected a mill containing two mule saws and one siding machine (then very popular). This he operated for several years, selling his product in Chicago, sometimes as low as \$5 per thousand feet. In this he became involved to an extent from which he could not recover and the mill passed into the hands of George W. Ford and H. S. Durand, from whom it passed to Loomis & Ludington. Mr. Farnsworth worked for the new owners for a year and finding himself hopelessly involved, with an income insufficient to supply his necessary living expenses, he finally quitclaimed all his rights for \$1,000 and with a load of \$10,000 of unsatisfied indebtedness began life anew, but with undaunted courage and firm determination to clear off his indebtedness and reach the pinnacle of his early hopes. Crossing the lake to Janesville he clerked for a time in a store, but soon realized that this was but a slow and uncertain method of attaining his purpose. With the confidence of a born speculator he contracted with a stock broker for 300 head of hogs, which in about seventy days was increased to 6,000 head, upon which he cleared \$7,000, which was promptly invested in pine lands on the Peshtigo and Menominee Rivers, selected after a careful personal examination. In 1856 R. M. Norton, H. S. Durand and others, of Racine, employed Mr. Farnsworth to take charge of the building of a large mill property at Oconto, Wis., which he managed for some time successfully,

and in 1857 was on the point of purchasing an interest, when they, contrary to his advice, made a poor investment, and the panic of the fall of that year brought heavy losses, attesting the wisdom of his refusal to consummate the purchase. In 1858, however, a mill at Oconto, which had cost about \$25,000 was sold under a mortgage and bought in for a Mr. L. St. Ores for the small sum of \$3,250. The purchaser then sold a one-half interest to Mr. Farnsworth for \$1,625 on his note for that sum and the firm of Farnsworth & St. Ores began operating it. They were successful, but Mr. St. Ores taking the California fever told his partner that if he would secure a purchaser for his interest at \$4,000 he would cancel the note for \$1,625. This Mr. Farnsworth succeeded in doing and the firm of Farnsworth & Sedam was organized. The business flourished exceedingly, and after several years Mr. Farnsworth purchased his partner's half interest for \$20,000 and immediately sold it to Nathan Mears, Eli Bates and James C. Brooks for \$28,000, whereupon the firm became Farnsworth, Mears & Co. A large business was done under this name until the assets reached the sum of \$250,000, at which time the "Oconto Company" was incorporated, the capital being subsequently increased to \$1,000,000, Mr. Farnsworth being elected first president and holding that office until 1886. The enormous growth of the business rendered it advisable to divide it somewhat, and the Bay de Noquet Company was formed, with Mr. Farnsworth as its president, also. Still another company was organized for the manufacture of boxes and barrels in Chicago, making a specialty of the "Thompson" patent barrel, the product being about 1,500 barrels per day.

Having reaped a comfortable fortune after the vicissitudes of a long and busy life, Mr. Farnsworth in 1886 decided to let the heavier burdens of business fall on younger shoulders, and while retaining his one-half interest in the now immense business, which had originally cost him nothing, and in which the original \$28,000 of purchase money comprised the entire investment of his partners, Mr. Farnsworth concluded to take life easier and to see something of the outside world. He has spent much time in foreign countries, his practical mind well fitting him to appreciate and to form correct opinions as to points of predominance in the social and mechanical world of Europe, as well as in America. Probably so checkered a career, with its prosperities and adversities, its successes and its failures, its youth of hardship and its old age of opulence, could be open to none other than a denizen of a new country like our own, but the lesson of the boy of fifteen starting out into the wilderness to earn his living, the long and weary tramp in the determination to find work, the faithful service with no expectation of compensation, the pluck and perseverance which pushed aside the obstacles which met his pathway in swollen streams as well as in solitary tramps through the forest, or on the shores of the lake, the pack on the back and compass in hand, with which returning good fortune led to forest research in the selecting of valuable timber lands, and the final recognition of the timely venture which from nothing, has developed a competent fortune, are all but evidence of an honesty

of purpose, an integrity of life, and a persistency of effort, worthy the emulation of every young man who may read this sketch, and who may learn a lesson of wisdom therefrom.

Addison Ballard is one of the survivors of the pioneers of Chicago's lumber business. Though born in Warren County, Ohio, November 30, 1822, he sought the wider and newer West as the field for his industry while still a youth, and Indiana became his temporary home. Raised to believe in the religious tenets of the Society of Friends and in the political ideas of the Old Line Whigs, he has never changed his beliefs, and in the autumn of 1892 his name appeared in the *Tribune* as candidate on the Republican ticket for commissioner of Cook County, to succeed himself in that office. The youth of this old Chicagoan was passed on the Ohio farm in about the same manner as that of other boys of the period. In August, 1841, he ventured as far west as La Porte, Ind., and learned the carpenter's trade there. An important item of his work then was cornice making for house exteriors. This was simple work compared with cornice building at the present time; for then he was only required to cut down a butternut, bore holes on two opposite sides, split the log and hollow it out for an eavestrough, attach O. G. molding, fasten it in its place with spikes, and there was the cornice, filling the double purpose of eavestrough and ornament. He revisited Ohio in the winter of 1842-43, but in March, 1843, determining to go farther into the West, he sailed down the Ohio from Cincinnati, up the Mississippi to St. Louis, and thence to La Salle, Ill., by steamboat. The voyage won the enthusiasm of the young carpenter so thoroughly, his later prairie experiences could not deter him. Setting out from La Salle for Chicago, he traversed the water-covered prairie until he reached the Aux Plaines River at a point about sixteen miles northwest of Chicago, about where is now the railroad bridge of the Green Bay branch of the Chicago & Northwestern Railroad. A friend from Ohio who accompanied him, participated in his determination to reach Chicago, and this long journey over the water-covered prairie was performed. At Aux Plaines they were fortunate in meeting a farmer bound for the city, and in his wagon they took seats. Often during that dreary trip the wagon-box floated on the water, but, being held by stay chains, was replaced as soon as the horses drew the wagon to higher bottom. Arrived at Chicago, Mr. Ballard waited a short time for the dove, which was expected with evidence of dry land, but the bird did not come and he set out for La Porte. Traveling via the lake shore, the sand around Michigan City formed a welcome sight to eyes so used to wastes of mud and water; he arrived at La Porte and entered on the completion of an apprenticeship commenced in 1841. Mr. Ballard, speaking of this journey, says: "Advising my friend of my intention to go to La Porte and finish my apprenticeship, we went together to the foot of Monroe Street, and on the beach bid each other an affectionate good-bye. I knew enough about Olney's old geography, and that if I kept close to the water's edge I would some time reach Michigan City. I started off with an old-fashioned 'fip'



Addison Ballard

(6¼ cents) in cash. From the foot of Monroe Street along the beach to Michigan City, there was not a house in sight except the Indian wigwams at the mouth of the Calumet." Think of it, ye modern comers who complain of Chicago of to-day, with its 170,000 houses, some of which are larger than the towns of 1843. Then a strong young man determined to settle here was driven off by its dismal appearance to seek a resting place in the old village of La Porte. He finished his apprenticeship there, and became a fair mechanic for the time and place—good enough, he states, to be classed as a "wood-butcher" in this day.

Mr. Ballard is heard of next as a contractor and builder. Subsequent to 1844 he was a periodical visitor to Chicago, coming hither to purchase hardware and other building material. He built the La Porte court house in 1848-49, and the same year erected a large hotel at New Buffalo, then the terminus of the Michigan Central Railroad.

In 1849 he joined the Argonauts, but was wise enough to avoid the trail through the "Great American Desert." Taking passage at New York he sailed to the Isthmus and crossing it reëmbarked for the Golden Gate. Arriving at San Francisco in March, 1850, he went into the mines, but regarding the certainties of his trade with more favor than the uncertainties of the placer mines, he established himself at Sacramento as a builder, and erected several houses between the Sacramento River and the foothills. In the spring of 1853 he returned to civilization, built many houses at La Porte, including the present Tegarden House, and early in 1853 visited Chicago. Here he met a Manitowoc lumberman who wished to dispose of a quantity of logs. Mr. Ballard had the money and the intention of establishing a lumber yard at La Porte, so he made the trade or purchase. But a new difficulty arose—the Michigan Southern & Northern Indiana Railroad demanded 20 cents per 100 pounds, or about \$8 per 1,000 feet for fifty-six miles hauling. The Old Line Whig got a practical lesson in prohibitory tariff affairs. He should establish a yard at Chicago, or sell his logs here, or lose the money and time. He had three alternatives. Wandering along Market Street, just south of Van Buren, he saw the lumber sign of Wilcox, Lyon & Co., who were arranging their lumber yard and building an office, the first south of Van Buren Street. Mr. Ballard stated his dilemma and also said he would sell the logs for a certain profit and abandon his idea of a La Porte yard. The same day Wilcox & Lyon accepted his proposition on condition that he would become their employe or agent at Manitowoc in buying lumber, cedar posts, shingles, etc., and shipping the material to Chicago. They offered him \$1 per day and expenses. Mr. Ballard accepted and was engaged in Wisconsin and Michigan, as their agent to buy and ship lumber, lath and shingles, and later on establishing lumber yards at the temporary terminals of new railroads, selling such yards and establishing others at twelve miles distance, as the railroad construction progressed. Sometime in the winter of 1855-56 Mr. Ballard became a partner of Frank McFall in the sash, door and blind fac-

tory established by Henry Beidler in 1849 on Congress, Franklin and Market Streets, and which was conducted by John McFall & I. O. Lyon from 1850-52, and by the widow and sister of McFall in 1853-55. At that time this concern, with Foss' on Canal and Monroe, and Goss & Phillips' on Clark and Twelfth Streets, were the only factories of the kind in Chicago. Robert Foss was the owner of Woodworth Planing Machine rights in Cook County, and as all planing machines were adjudged to be infringements of the Woodworth patents, the users of them had to pay Foss a royalty of \$1 for every 1,000 feet of lumber planed. The charge for dressing lumber being \$5 to \$6, left a large margin for profit and lumbermen did not complain, but later other machines, such as the wide Triumph, were introduced and the planer became so common that the owners of mills hauled lumber to and from without charge, merely to obtain shavings for fuel. Mr. Ballard was among the first to commit the planer to the double purpose of smoothing boards and making fuel material. In 1857 Mr. Ballard sold his interest in the mill to Frank McFall, who had previously purchased the interest of John McFall's widow. He repurchased his interest in 1858 and carried on the industry until 1860, when Will & Roberts bought the concern. Mr. Ballard, who made doors by hand for a number of years, is credited with being the originator of the O. G. panel door. He conceived the idea of raising the panel on both sides. In 1861-62 he was still engaged in the lumber trade, but the miserable currency—rag-tag, bob-tail and stump-tail—of the times, caused him to lose faith in business and to sell out. Again, the war was well on and he did not know the hour he would have to swear allegiance to the Southern Confederacy, Jefferson Davis, Judah P. Benjamin, *et al.* He thought of entering the army, but the issue of greenback currency gave him hope. The banking law of January 25, 1863, strengthened this hope. He saw his mistake in getting out of business. At that time Richard Mason had a lumber yard on the corner of Market and Monroe Streets, where J. V. Farwell's wholesale store now stands. Mr. Ballard purchased the stock and contracted with Mason for the next season's cut of his mill in the Green Bay region. This contract was made in the fall of 1861. Early in 1863 he moved his yard to the corner of Adams and Market Streets. In 1865 he and others built the Finley & Ballard elevator, which passed through the great fire, and still stands north of Madison Street bridge. Early in 1867 he moved his lumber yards back to Market and Monroe Streets, began building on Wabash Avenue, and was making rapid progress when the fire of 1871 swept his property away. Though insured for \$66,000 in local companies, he was only able to collect \$700. All this was sufficient to madden a most patient man. He abandoned the lumber business and gave his attention to the buildings on Wabash Avenue. Borrowing money at 10 per centum, the present iron building on the southwest corner of Wabash Avenue and Monroe Street, and that at 227-229 Wabash Avenue, known now as the Eden Musee, were constructed. He survived one fire and the insurance companies, but greater trials were in store. The panic of 1872-73 and the fire of 1874

carried away almost all his equities in the buildings and property. A year was given to him for a study of ways and means to lift this load of disappointments. In 1875 he purchased the small yards of Loomis & Davis on Fifth Avenue, south of Harrison Street, where is now the great depot of the Wisconsin Central Railroad. There he carried on business until 1886, and succeeded in beating back the lingering shadows of fires and panic. A decade of prosperity heralded the close of his connection with the lumber trade and he retired in 1886. During the last six years he has erected some buildings for himself.

Mr. Ballard was elected a county commissioner in 1891, serving one term, and sharing in the general landslide of defeat to the Republican party in 1892, running, however, far ahead of his ticket. He was a representative of the Second Ward in the city council from 1876 to 1881, being elected three times to aldermanic honors in the ward which had been his home for twenty-eight years. He was again elected in the spring of 1894, after a warmly contested campaign, in which the saloon and gambling element strove strenuously for his defeat. During his public service he held the important chairmanship of the committees on building and finance, and in the county board that of the insane and poorhouse, and was a member of the committee on education.

Although brought up a Quaker, Mr. Ballard has for many years been an elder in the Presbyterian Church, and a recognized force in Christian work in connection with that denomination, although extremely liberal in his ideas concerning all classes of Christian workers.

Mr. Ballard was married in 1861 to Miss Catherine Miller, who was born in Scotland. One daughter, Mrs. Mary Derby, is living. Mr. Ballard's marriage took place in the first "flat" ever erected as such in the city, and which was located on Clark Street, opposite the court house. Few men have been more intimately or more usefully associated with the growth of this wonderful city.

Francis B. Stockbridge. Among the older and pioneer lumbermen of Chicago, closely identified through a long period of years with the growth of the business, was the Hon. Francis Brown Stockbridge, for the past six years one of Michigan's representatives in the United States Senate, and re-elected in January, 1893, to succeed himself for another term of years. Mr. Stockbridge could take pride in an American ancestry dating from the earliest settlement of the country and beginning with John Stockbridge, who came in the "Blessing," landing in June, 1635, and settling in Scituate, Mass. He was at that time twenty-seven years of age and in 1646 became one of the Cohasset partners. He soon after became a large land owner at what was subsequently known as "Stockbridge Mill Pond." In 1656 he built a grist mill, one of the earliest in the colony, and also the Stockbridge Mansion House, which was used as a garrison in the Indian war with King Philip. This mansion was not finally destroyed until 1850, when the old timbers were found full of Indian bullets. Joseph Stockbridge;

his son, lived in Pembroke, Mass., and married his second wife March 11, 1773, at the ripe age of one hundred years. Longevity and virility are characteristics of the race. Thomas, son of Joseph, lived in the old mansion, dying in 1780. David, son of Thomas, was a representative of the Colonial Legislature from 1749 to 1756, and again from 1761 to 1762, and was a justice of the peace under King George for many years. He was an extensive land owner and a man of large estate. William, his son, lived in Hanover, Mass., and in 1798 was the largest land owner in that region. He died February, 20, 1831. John Stockbridge, son of William, studied medicine with Dr. Gad Hitchcock, of Pembroke, Mass., and settled in Topham, Me., in 1804, removing to Bath in 1805, where he died May 3, 1849, aged sixty-nine years. His first wife, Theodocia, was a daughter of Rev. Tristram Gilman, of North Yarmouth, and his second was Eliza Isabella, daughter of Hon. John Russell, of Boston (for many years editor and proprietor of the Boston *Commercial Gazette* and a brother of Maj. Ben Russell, editor and proprietor of the Boston *Sentinel*).

Francis Brown Stockbridge was a son of Dr. John Stockbridge, and was born at Bath, Me., April 9, 1826. He graduated at Bath Academy, April, 1842, and spent the summer of that year with his uncle, Col. J. B. F. Russell, in Chicago. After resting for a year, he in 1843 took a clerkship in a retail dry goods store in Boston, supplementing it in 1844 by service in a wholesale store on Kilby Street. In the spring of 1847 he came to Chicago and formed an alliance with Artemas Carter under the firm name of Carter & Stockbridge, with saw-mills at Saugatuck, Mich., which became the special charge of Mr. Carter, and lumber yard in Chicago, between Washington and Madison Streets, extending through to Canal Street on the west side of the river, the latter under charge of Mr. Stockbridge. In 1848 the yard was moved south to the corner of Canal and Monroe Streets, extending from Canal Street to the river, under a ten-year lease at \$350 per year. The property was owned by the late W. B. Ogden, who urged Mr. Stockbridge to purchase it for \$10,000, payable in sums of \$1,000 per year without interest. Before the expiration of the lease the property was purchased by the railroad company, who paid \$85,000 for it.

In 1850 Mr. Stockbridge purchased Mr. Carter's interest and took charge of the mills, Mr. Carter entering Mr. Stockbridge's employ, in charge of the Chicago yard. In 1852 Mr. Carter purchased the yard and continued the business himself. From 1847 to 1850 there were no steam tugs on the river. Vessels sailed, if the wind was favorable, or warped with a line running to a pile ahead, or towed by the vessel's small boat. A scow ferry operated by a rope stretched across the river at Rush Street, and float bridges at Clark and Randolph streets, were the only means of crossing the river. The vessels of that day carried from 35,000 to 40,000 feet of lumber on a draft of five feet. When Mr. Stockbridge built the schooner "Octavia," in 1850, she was not only the first three-masted schooner on the lake, but was ranked as a large vessel, her carrying capacity being 100,000 feet of lumber.



Your Most Truly
Francis B. Stockbridge

Mr. Stockbridge continued to operate the mill at Saugatuck, cutting from 8,000,000 to 10,000,000 feet per year until 1860, when he was joined by Mr. O. R. Johnson, and the firm of O. R. Johnson & Co., during the succeeding fifteen years, manufactured an average of 20,000,000 feet of lumber and 30,000,000 shingles annually. In 1875 the Menominee River Lumber Company was organized, two-thirds of the stock being held by Johnson & Stockbridge, and the balance by Jesse Spalding, who, in 1892, purchased the interest of his associates. In 1881 the Mackinaw Lumber Company, and the Black River Lumber Company were organized to operate on the upper peninsula of Michigan, with mills at St. Ignace and the mouth of the Black River, the operations of which are now being closed up in consequence of the exhaustion of their timber resources. Mr. Stockbridge was president of both of these companies, with W. D. Houghteling, O. R. Johnson, and James L. Houghteling as associates, and the operations of these concerns were from the first eminently satisfactory in their results.

Mr. Stockbridge was in 1869 elected a member of the Michigan House of Representatives, and in 1871 was elected to the Senate, holding the position in a manner satisfactory to his constituents. In January, 1887, he was elected to the United States Senate, as a successor of Senator Conger, whose term had expired. That his service was satisfactory to his constituents is shown by his reëlection, as has been stated, in January, 1893, as his own successor to serve for six years. But although crowned with political honors, Mr. Stockbridge had by no means abandoned his lifelong occupation, and became extensively interested in the Union Lumber Company, of California, in connection with his old associates, O. R. Johnson and Gen. R. A. Alger, of Detroit, the company having a saw mill at Ft. Bragg, Mendocino County, Cal., in the heart of the redwood district, with a yard at San Francisco for the sale of the product, the timber holdings of the company comprising 72,000 acres, estimated to contain 3,000,000,000 feet of redwood timber.

Mr. Stockbridge has since 1878 made his home at Kalamazoo, Mich. He was married about thirty years ago to Miss Betsey Arnold, a daughter of Dan and Betsey (Foster) Arnold, the father born in Vermont, of a Scotch family, and the mother of Nova Scotian birth, but of English descent. Mr. Arnold was one of the pioneers of Allegan County, Mich., and located a farm of 500 acres, now owned in the family. Mr. and Mrs. Stockbridge have had one son, Joseph Arnold Stockbridge, now deceased. Joseph Stockbridge, a younger brother of Senator Stockbridge, came West also, but died a few years later. In the winter of 1894 Mr. Stockbridge was taken sick while engaged in his senatorial duties at Washington, and came north seeking recuperation, but died in Chicago soon after his arrival. Mourned and respected by all who knew him, his remains were taken to Kalamazoo for interment.

Vine Alexander Watkins. As a member of the firm of Palmer, Fuller & Co., Mr. V. A. Watkins has for nearly a quarter of a century been a prominent representative of Chicago's lumber and wood-working industries. Mr. Watkins was a Vermonter, a

State which has vied with Maine in the number of its sons who have been sent into the forests, and to engage in the lumber industries of the West. Born at Stockbridge, Windsor County, in 1825, his education was such as was afforded by the common schools of the day, until he attained an age at which he could be useful to his parents in the acquirement of his father's trade of carpenter and joiner. In 1837, when Vine was but twelve years of age, his parents removed from Vermont to New York State, where they remained until 1845, when, coming West, they located at Elkhorn, Wis., where Vine assisted his father at his trade, but making a specialty of the manufacture of sash and doors. The proficiency thus gained stood him well in hand, when in 1848 he came to Chicago and entered the employ of P. W. Gates & Co., who were engaged in the manufacture of wood-working machinery and mowers and reapers. Remaining in the business but one year, Mr. Watkins, in 1849 went to Montgomery, Ill., and having constructed some small machinery suitable for use in sash and door manufacture, engaged, in 1851, in the sash, door and blind manufacturing business in connection with Azariah R. Palmer, under the name of Palmer & Watkins. The lumber used in their work was carted by wagon from Chicago, a distance of forty-two miles, and the manufactured stock was delivered by team as far west as Fulton, Ill., and Clinton and Lyons, Iowa, by the same means. The machinery was run by water power, and the business soon increased, so that the firm was compelled to employ a man and two boys to assist them in keeping up with the demand for their product. In 1866 Mr. Palmer formed a connection with W. A. Fuller, of Chicago, and the firm of Palmer, Fuller & Co. was established as successors to Goss, Phillips & Co. in the extensive manufacture of sash, doors and blinds in this city, and Mr. Watkins in 1866 purchased the Palmer interest in the Montgomery plant, which had now grown to an extent requiring the employment of about forty men and boys. In 1872 Mr. Watkins sold his Montgomery business and purchased an interest in the firm of Palmer, Fuller & Co., the firm name remaining unchanged and continuing until this day. The business of the firm, at the corner of Twenty-second and Union Streets, requires the employment of about 400 men and boys in the extensive manufactory buildings which were erected in 1871. The firm has from the first added an extensive lumber business to its manufacturing branch, and its sales aggregate from 40,000,000 to 45,000,000 feet of lumber and 35,000,000 to 40,000,000 of shingles per year. There are few business houses in the city which can boast so long a continuous record, and none which have secured a higher reputation for enterprise, probity and reliability than the one of which V. A. Watkins is an honored member. He was married in 1851 to Miss Catherine Gray, of Montgomery, Kane County, Ill., and has been a constant resident of this city since 1872.

CHAPTER III.

PERSONAL SKETCHES OF LUMBERMEN*

From 1850 to 1860.

Irenus Kittredge Hamilton. In the town of Lyme, New Hampshire, there was born in 1830, December 1st, Irenus K. Hamilton. Of Scotch-Irish descent, his immediate ancestors were stalwart sons of New England. Both the Scotchman and the New Englander are strongly marked in Mr. Hamilton. His paternal grandfather was Dr. Cyrus Hamilton, of Lyme; his maternal grandfather Dr. Jonathan Kittredge, of Canterbury, N. H., both well-known physicians in their State. His father was Deacon Irenus Hamilton, whose chief occupation was that of a farmer, but who also operated a saw and grist mill. He occupied high positions of trust and confidence in his State, and was at one time State senator. The old family homestead was built by Dr. Cyrus Hamilton, and is still the greatest ornament of Lyme Plain. Here were born Irenus K. Hamilton, Woodman C., Charles T., Alfred K., and one daughter, Mary Esther, who is now the wife of Dr. Henry M. Chase, of Lawrence, Mass. Mr. W. C. Hamilton resides in Fond du Lac, Wis., and has been associated in business with his elder brother for many years. Charles T. died at the age of seventeen. Mr. A. K. Hamilton is a resident of Milwaukee, Wis., and is well known in business and social circles.

In October, 1853, Mr. I. K. Hamilton was married to Miss Mary Louisa Waterbury, of Brooklyn, N. Y. To them were given two daughters, Amy and Louise, and two sons, Nathaniel W. and Irenus K., Jr. His eldest daughter is now the wife of Mr. R. J. O. Hunter; his youngest daughter is Mrs. William Waller, both of this city. Nathaniel W. married Miss Harriet Chase, of Chicago, and is in business in Denver, Colo. The youngest child, Irenus K., Jr., has just completed his collegiate studies and is about to enter business life as an electrician. Mr. Hamilton's wife died in 1886, and in 1889 he married her sister, Mrs. Charlotte L. Williamson, of Boston, Mass., who has one daughter, Caroline L.

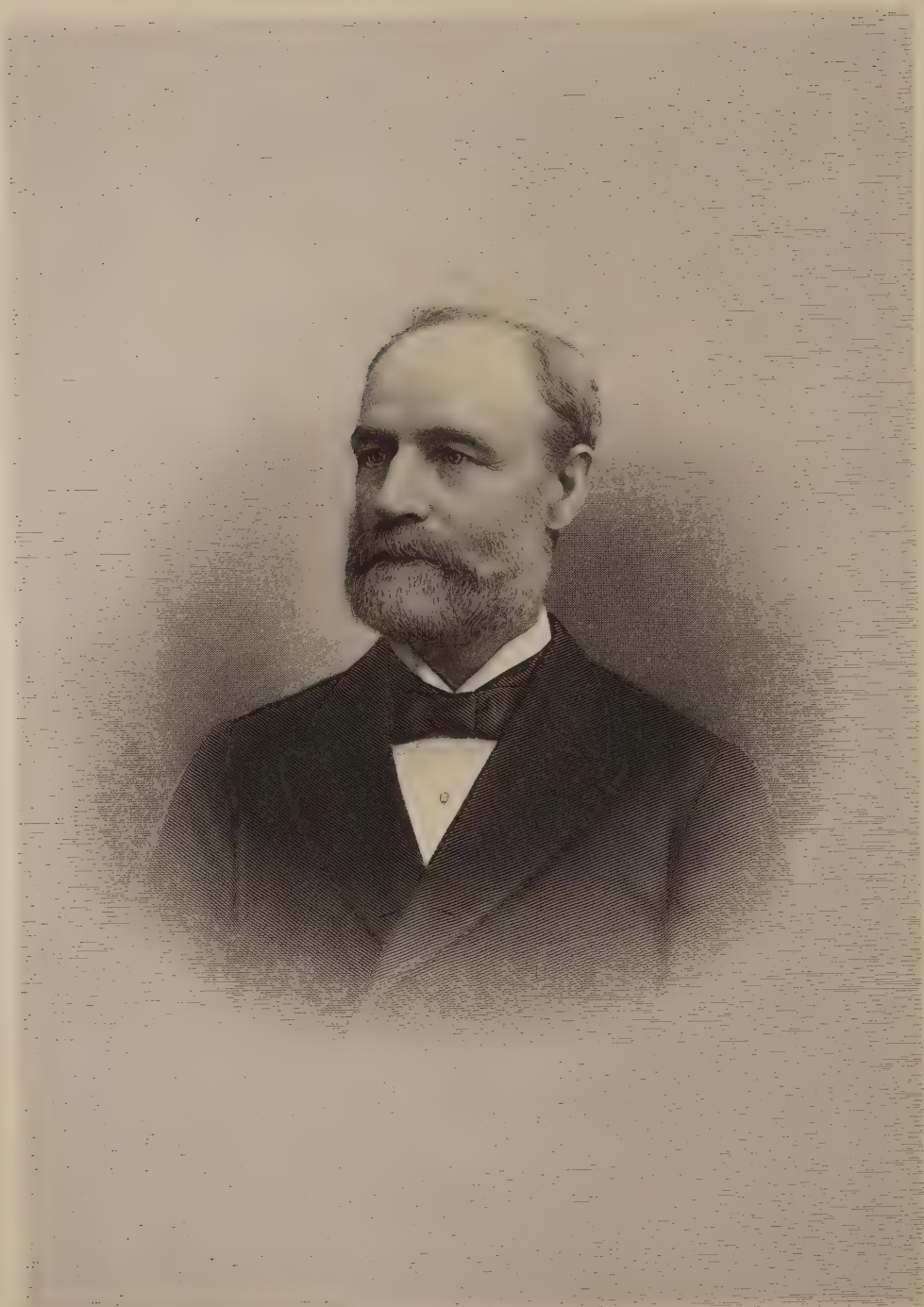
Mr. Hamilton's education was received at the public schools of Lyme and at St. Johnsbury Academy, Vermont. It was in the home life and at school that Irenus K. Hamilton and his brothers learned to work, and to lay the foundation of those habits of industry for which they have been noted in all their subsequent career. Then "boys were made for work and not for play," and the lad of the present generation would think he was having anything but an easy time if brought up in a similar manner.

*An occasional belated sketch appears out of its chronological order.

Immediately on the completion of his course at the celebrated academy, Mr. Hamilton began his business training and found employment in a general store at St. Johnsbury. The same thoroughness which had characterized his home and school tasks was carried into his mercantile life. This soon attracted the attention of Gov. Fairbanks, then at the head of the great scale manufactory of E. and T. Fairbanks & Co., who offered him the position of book-keeper to their New York branch. At the end of a year and a half, the manager of the New York house, Mr. Charles Fairbanks, was obliged to go to Europe on account of his health. His position was offered to Mr. Hamilton, who filled it to the entire satisfaction of his employers for the next eighteen months, at the end of which time Mr. Fairbanks returned. It was during this period that Mr. Hamilton learned more thoroughly the advantages of persistence, the study of minute details, self reliance and honorable business methods, all of which qualities have since characterized his life. But in spite of the flattering offers of the Fairbanks Company to continue in their employ, it seemed to Mr. Hamilton time for him to go into business for himself. Accordingly, he left New York and connected himself with the A. Latham & Co., car, locomotive and general machinery manufacturers, at White River Junction, Vt. The financial depression of 1854 wrought such changes that the company went out of business. Free to carry out plans which he had been contemplating for some time in the summer of 1855 Mr. Hamilton went West, and, after careful investigation, decided to go into the lumber business with his brother, Mr. W. C. Hamilton, in Fond du Lac, Wis. They erected a saw mill, entered lands, and conducted a satisfactory business for twelve years. In 1868, for the purpose of enlarging their interests, they sold out in Fond du Lac, and, in connection with Mr. A. C. Merryman, erected a gang and circular mill at Marinette, Wis. They acquired large tracts of pine lands on the Menominee River and its branches. In 1873 the company became a corporation under the name of Hamilton & Merryman Company. Of this corporation Mr. I. K. Hamilton is the president, Mr. W. C. Hamilton vice-president and Mr. A. C. Merryman, secretary. In connection with the mill, in 1875 they opened a yard at the corner of Loomis and Twenty-second Streets, and bought three vessels to convey the lumber from the mill to the yard. Their business has amounted to 30,000,000 feet per annum.

In the same year as the establishment of the yard in Chicago, Mr. Hamilton removed his residence to this city as manager of the Chicago interests, to the great regret of his many warm friends in Fond du Lac, where he had proved himself an honorable and highly respected citizen.

The Hamilton & Merryman Company are owners of valuable tracts of timbered lands in Michigan, under which there have been found to exist rich deposits of iron ore and other minerals. On one section at Iron Mountain, Mich., is located the famous Hamilton Iron Mine, which has the deepest iron shaft in the country, 1,400 feet. In addition to these interests each member of the corporation is a large owner in the



J. K. Hamilton

Marinette & Menominee Paper Company, of Marinette, Wis., an immense establishment, with a daily capacity of sixty tons of paper manufactured from wood pulp. The rapidly developing lumber trade of the South, and especially in the pine lands of Louisiana, as well as other interests, are likewise part of the activities of these progressive business men.

Mr. Hamilton is a director in the American Exchange National Bank, of this city, and of the First National Bank of Englewood. In this capacity as well as in all others he has the thorough respect and confidence of all who know him. At St. Luke's Hospital he has for many years done valuable service as trustee. He gives with his membership a warm personal interest and practical support to a number of charitable societies of various denominations, as well as to those of the Protestant Episcopal Church of which he and his family are members.

Although of a most friendly nature and always welcomed in social circles, Mr. Hamilton finds his chief enjoyment in the simple pleasures of home life. Quiet and unobtrusive, even modest in the advancement of his views, his advice is widely sought and his influence has been and is most helpful and powerful in the development of the Northwest and of Chicago.

George A. Marsh, formerly president of the Marsh & Bingham Company, was born near Kalamazoo, Mich., November 3, 1834, and died in Chicago, August 12, 1888. These few words would tell all that the public is interested to know of many men, but not of such as was the one known among men by the name above written. "Sometimes," said Dr. W. W. Everts, who officiated at Mr. Marsh's funeral, "a connoisseur of art, after gazing with bewildered or inappreciative attention through the halls of an art gallery, pauses before a particular painting with intense interest. Something in its position, figure, coloring, expression, or historical or allegorical meaning, fascinates him, and he lingers before it in a transport of admiration and ideal study, and carries with him across the sea, and to the end of life, a vivid memory of that masterpiece. So in our promiscuous observations of men, in business, social, political, or religious circles, we sometimes become acquainted with individuals whom we would be willing to accept as representatives of the highest mankind, and of succeeding generations. Such an one was George A. Marsh, so distinguished by the ennobling attributes of truthfulness and justice, moral courage and charity, that by the considerate judgment of those who knew him best, in circles of business, society, politics, public charity, and church life, he would be commended as a safe and bright example for the study and imitation of the rising generation." The lives of such men are not only interesting but edifying, and the details which go to make them up, command the attention not only of students of humanity in its varying phases, but of those who study the history of the rise and development of the communities in the upbuilding of which they have assisted.

John P. Marsh, father of George A. Marsh, emigrated in 1833, with a family of seven sons and daughters, from Townsend, Vt., where he had been a merchant, to Michigan Territory, then in the extreme West, in order to train his boys to the industry of the farm, and he took with him into that pioneer home much of the social refinement, united with a vigorous hardihood, which characterized so many New England village homes. Deeply interested in education, as well from his lifelong training as on account of his own family, Mr. Marsh, in conjunction with Rev. Jeremiah Hall, pastor of the church in Kalamazoo, and the Rev. T. W. Merrill, laid the foundations of Kalamazoo College, using their personal credit to purchase its site and erect its first building. After passing his boyhood days on the farm, young George Marsh prosecuted the course of study in that institution, which, although cut short of graduation by impaired health, was yet a good foundation for his subsequent business life.

Thus obliged to leave college, Mr. Marsh looked about him for some means toward earning a living and establishing himself in life. Taking advantage of the first opportunity that was offered, he entered a carriage manufactory as an apprentice, and, having learned his trade, went into business for himself at Metamora, Ill., in company with a young man who had been his classmate and shopmate. After five years of hard work in this business, and while on a visit to friends in Chicago, circumstances favored his removal to this city. A large contract for railroad ties was offered him, and, accepting it, he, with his wife, went over into the oak timber district along the eastern shore of Lake Michigan. In this enterprise came to Mr. Marsh, at the age of twenty-eight, the turning point in his life. It required a year and a half's time for him to complete this contract, but having done so he was enabled to return to Chicago, educated in all the details of the manufacture and shipment of railroad ties, and thereafter, for more than a quarter of a century, he was identified with the railway material trade of this city, and was probably the largest railroad timber dealer in the Northwest.

From 1864 to 1879, under the firm names of Marsh & Goodridge and George A. Marsh & Co., a vigorous trade was carried on in ties, piles, poles and car manufacturers' lumber. In 1879 F. O. Marsh, a brother of George A., joined in the business, and the new firm, Marsh Bros. & Ransom, purchased the timber mill and yard at the foot of Illinois Street. This addition to the business led to a larger growth. In 1883 F. O. Marsh retired, A. E. Bingham taking his place, and the new firm reorganized under the present corporate name of the Marsh & Bingham Company. In 1878 Mr. Marsh took into his employ his nephew, Charles Allen Marsh, who, together with Arthur E. Bingham, previous to 1882 of Wells & Bingham, was Mr. Marsh's partner thereafter until the latter's death.

Mr. Marsh is given credit for having felt the greatest sympathy for all mankind and a desire to take no advantage in trade. It is said that this characteristic often came between him and a large profit on his contracts, since it was not his disposition to

grind the poor, and that, therefore, he was not among the men who coined money out of the scanty earning of the forest toilers. While this trait is supposed to have stood in the way of his prosperity, it brought its reward, through the confidence reposed in him by business men who had been furnished repeated assurance of his integrity. While he is credited with having been a model commission man with his customers, he is also said to have enjoyed a personal credit far in excess of his bank balance. Several times during his business career he suffered losses through placing confidence in others which would have thrown many men into bankruptcy. His friends say that at such times he bore the loss quietly, and bravely set about the task of restoration.

Among Mr. Marsh's acquaintances during his college life was Miss Maggie, daughter of Rev. Cyrus and Jane W. Barker, who were missionaries to Assam, where their daughter Maggie was born. Mr. Marsh and Maggie Barker were married in 1859. After a residence of three years in Metamora, Ill., and a business engagement of eighteen months, Mr. Marsh removed to Chicago. In the beginning of his manhood, Mr. Marsh was baptized into the fellowship of the Baptist Church at Kalamazoo, Mich. Upon coming to Chicago, he and his wife united with the First Baptist Church, and gave themselves at once to the mission and home work of that organization. When Indiana Avenue Mission became a church, they united with it returning to the First Church again on consolidation of the two churches and the removal to Thirty-first Street. Mr. Marsh was superintendent of the Sunday-school on Indiana Avenue, and later for a number of years of the Sunday-school of the First Church, until compelled to decline a re-election on account of the protracted illness of his wife. Upon the removal of the church to Thirty-first Street he was elected one of its deacons, and held the office until his own failing health compelled him to ask his brethren to release him. In the erection of the present house of worship he was a tireless member of the building committee, giving a considerable portion of nearly every day for a year to looking after a multitude of details, which would be sure to be neglected if not attended to by some one who loved the church and its welfare. Mr. Marsh was not only a generous contributor, according to his ability, to all the expenses of church work, but always had an open hand for the many general purposes which make so large a draft on the benevolence of Chicago Christians. In the department of organized public charities he was identified from its beginning with the Erring Woman's Refuge, located at the corner of Indiana Avenue and Thirty-first Street. This Home will always be a monument to his faithfulness, and to his Christian fidelity and self-sacrifice.

Such Christian professors as Mr. Marsh, in the public esteem, partially atone for the imperfections of church membership, and retain the prestige of the church in elevating public opinion and in settling moral questions according to divine law. In his business relations Mr. Marsh was, in the best sense of the word, a man and a Christian, so distinguished by the ennobling attributes of truthfulness and justice, moral cour-

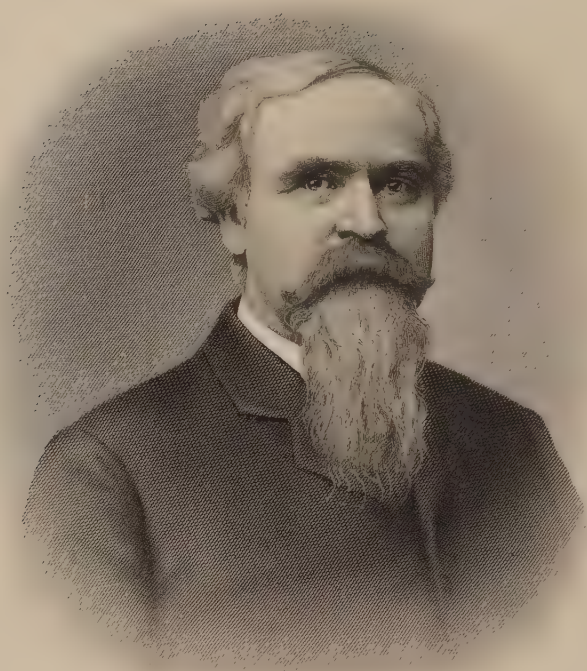
age and charity, that by the considerate judgment of those who knew him best, in circles of business, society, politics, public charity, and church life, he would be commended as a safe and bright example for the study and imitation of the rising generation. He was wise and wary in the management of his business; conscientious and fearless in maintaining political principles; courteous and condescending, without being undignified in social life; sympathetic and self-sacrificing in the administration of charities; and judicial and influential in all trusts and relations.

Olcott Barber Barker. Few men have held a more honored place in the lumber trade of Chicago than Olcott B. Barker, whose connection with the trade of the city dates from 1853.

Mr. Barker was born at Bradford, Vt., in 1830. The family dates from colonial times, Mr. Barker's grandfather having left England about the middle of the seventeenth century to settle as a farmer in the young colony of Vermont. Here, in 1797, William, father of "O. B." (by which designation Mr. Barker is best known to the trade), was born, and here he died in 1869, after carrying on the trade of harness maker at Bradford for more than half a century. His wife, mother of "O. B.," was Naomi Andross, of Bradford (also a descendant of colonial days), who died in 1840, when the subject of this sketch was between nine and ten years of age. Only those who at a tender age have been deprived of the loving counsel of a wise and discreet mother can appreciate the loss which thus came to the boy, yet, fortunately for him, he was left to the equally wise government of a loving father, who gave the boy the best advantages to be had from the schools of his native town until he reached the age of twenty years, when he went to Boston and served a two-years' apprenticeship in a boot and shoe house, after which he began business for himself in the butter and egg trade. An unfortunate fire in the spring of 1853 broke up his business, and in the fall of that year he turned his face toward Chicago and became an employe in the lumber yard of Holbrook, Elkins & Co. on Clark Street near Sixteenth, where, after two years' service, he entered the employ of George R. Roberts & Co. in the same neighborhood, and with whom he remained until the breaking out of the war of the Rebellion.

In 1861 he enlisted in the "Sturges Rifles," a Chicago company, which had the honor of serving as body guard to Gen. George B. McClellan, continuing in this capacity through all his campaigns, and until the resignation of their gallant general, when the company was mustered out of service, filled with grief at the misfortunes of their beloved commander.

Mr. Barker now returned to Chicago, and was at once employed by Holt & Balcom, with whom he remained for one year, when he accepted a position with the N. Ludington Company, on Morgan and Twenty-second Streets, with whom he remained for the next ten years. In 1875 he entered the employ of the Ludington, Wells & Van Schaick Company, and, on the decease of Mr. Van Schaick, in 1892, was



S. K. Martin

made manager of their Chicago business at the yard on Loomis, south of Twenty-second Street. To this date Mr. Barker's experience counts forty-one years in the Chicago lumber trade, of which the past nineteen years have been in connection with the Ludington, Wells & Van Schaick Company.

Mr. Barker was married in 1865 to Miss Josephine McNeice of Wells River, Vt. One son, who is a student at a military school in Ohio, has blessed the union. Mr. Barker with his family attend the Scotch Presbyterian Church and cling to the tenets of the Covenanters. He is a home man, of genial disposition in business and social life, while not a member of any of the clubs or secret orders of the city.

William Alden Fuller. The firms of Palmer, Fuller & Co. and Goss & Phillips have probably been more widely known among the lumbermen of the Northwest than any other during the past forty years. William A. Fuller of the former firm was born in 1836 at Lancaster, Mass. His education was such as was afforded by the common schools of Lancaster, and his native faculties were sharpened by work upon his father's farm in the intervals of school work. At the age of eighteen, in the year 1854, Mr. Fuller came West and entered the employ of Goss & Phillips, sash and door manufacturers, at the corner of Clark and Twelfth Streets, as book-keeper, which in those days meant not only a care of the books and accounts, but general office work and looking after all the interests of the firm, from sweeping out the office to a helping hand in the tallying and loading of the incoming material or outgoing product. For twelve years Mr. Fuller continued in this capacity until in 1866, when he, together with Azariah R. Palmer, was admitted to partnership in the firm, which now became known as Goss, Phillips & Co. This continued, however, but a little over one year, when, in 1867, Goss & Phillips sold out the business to their junior partners, and the house of Palmer, Fuller & Co. was established.

The firm continued to occupy the old factory on the southwest corner of Clark and Twelfth Streets until the fall of 1871, when, having during the previous year erected a large and commodious factory on the corner of Union and Twenty-second Streets, they removed thither, and here remained until the present time, building up the immense business which has given the house a national reputation. About 1868-69 Mr. George B. Marsh became a member of the firm, Mr. Palmer's health failing to such an extent that he was incapacitated for business, his connection with the house being fully severed in 1872, although he survived until 1874. Mr. Palmer had some years previous been associated with Vine A. Watkins in the manufacture of sash and doors at Montgomery, Ill, and in 1872 Mr. Watkins became associated with the business, the firm name of Palmer, Fuller & Co. originating with the incoming of Mr. Marsh in 1867, continuing in fact, to the present time. Mr. Palmer died in 1874, and Mr. Marsh remained in the firm until 1885, Messrs. Fuller and Watkins continuing to the present time, Mr. Fuller having been the active office man of the firm since its institution in 1866.

Few of the many merchants of Chicago have won more creditable renown or had more to do with the development of the manufacturing industries of the city, and none have stood higher in the estimation of their fellows. The business of the firm has been a constantly expanding one, and has not been exclusively confined to the manufacturing departments, but in addition to the extensive planing mill industry, a lumber business aggregating from 35,000,000 to 40,000,000 feet per year, with a shingle trade aggregating an equal number of millions, has placed the firm high in the category of the enterprising lumber dealers who have done so much for the development of the metropolis of the West. Mr. Fuller has been closely identified with the sash, door and blind association of the Northwest, serving as its treasurer for several years; he was also repeatedly elected a director of the Lumberman's Exchange, and as a business man holds an enviable position in mercantile circles. He was married in 1860 to Miss Ginevra Walker, of Oswego, Ill., and one son and one daughter survive. The son, Leroy W., is now a partner of the lumber firm of Watkins, Fuller & Co., and is expected soon to take the position so long and ably held by Mr. Watkins in the house of Palmer, Fuller & Co.

Nelson Ludington. Chicago was peculiarly fortunate in her pioneers in all departments of endeavor, and especially fortunate in her pioneers in the lumber trade. They were a grand galaxy of sturdy spirits, as venturesome as it is given to careful business men to be, some of them so far-seeing that their faith in the West and its future was almost like the faith of the fathers in the predictions of the prophets of old. One of the most enterprising of them all, one of the most careful in planning, one of the most painstaking in execution, one of the most prophetic in regard to Chicago and the West, and their great development in the years to come, was Nelson Ludington, who became identified with the trade forty-five years ago, was signally successful during a long period in the management of a gigantic business, and died leaving a personal record which is inseparable from the history of the whole western country in which he was at once a figure and a fosterer, after having lived long enough to participate in Chicago's glory and look about him proudly upon the ever expanding fruition of his faith and his labors, and of the faith and labors of other spirits such as his.

The progenitor of the American branch of the family of Ludington, was William Ludington, who settled in Charlestown, Mass., in 1680. Col. Henry Ludington, who removed from Bradford, Conn., to Putnam County, N. Y., was the grandfather of Nelson Ludington. Col. Ludington was conspicuous in New York during the Revolutionary War, and was commissioned by the Provincial Congress and later by Gov. George Clinton, and given command of the militia of that part of the country, and in that capacity he coöperated with the patriot army and was efficient and valuable as a counselor of Washington above almost any one else in that section, and his spacious old mansion was the real headquarters of the commander-in-chief of the colonial

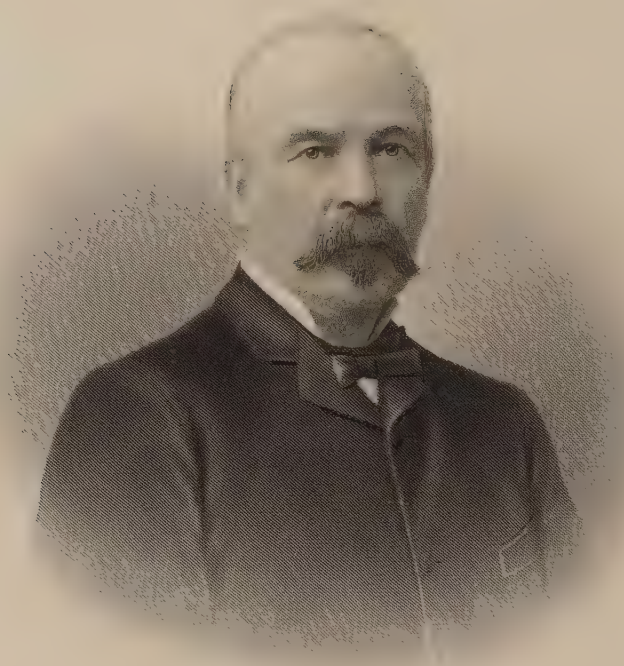
forces during a great part of the year 1777, though his headquarters were nominally at Fredericksburg, not far away. Since then, time has wrought many changes in all that country, and among them the change of the name of Fredericksburg to Kent, and the christening as "Ludington" of the patriot colonel's historic old home, which came in time to be the nucleus of a little village, and in honor of the man who first settled there and gave the place a name in history by his deeds and his distinguished associations. In that old country house many conferences were held and many plans were made which resulted advantageously to the cause of the colonies. In the "History of New York," by Martha J. Lamb, it is stated that Col. Ludington at numerous times thwarted the careful scheming of Gen. Howe, and that this so exasperated the British commander that he set a price on the Colonel's head. As a consequence, the patriot's life was sought by tories, who on one occasion surrounded the historic old house in large numbers and would, doubtless, have effected his capture but for the bravery and presence of mind of his daughters Sibyl and Rebecca, who were standing guard with guns in their hands and discovered the enemy in time to baffle their plans by an ingeniously conceived and intrepidly executed deception. Sibyl Ludington it was who, just after the British forces had raided Danbury, Conn., rode all night on horseback to arouse Col. Ludington's regiment of "minute men," and whose daring achievement has been embalmed in history, story and song.

At that old family home of such precious associations Nelson Ludington was born January 18, 1818, and there he passed his boyhood days, receiving his primary tutelage in such schools as were afforded at that time and place. A course of study at the Tucker Hill Academy, in Dutchess County, completed his education so far as schools were concerned, but it cannot be said of such a man as Mr. Ludington that his education was ever completed, for he was not one to be satisfied with imperfect attainments, his present was never so bright to him as the promise for his future, and he was, all his life long, a diligent reader, a student of events, and a diviner of the peculiarities of men. It was in a little old-fashioned general store at Cold Spring, N. Y., that his business experience began, but he soon went to New York City, then the Mecca of every ambitious youth in America, as Chicago is now, and for a time was employed as a clerk in a dry goods store. It must be borne in mind that under conditions governing business at that time, a clerkship in a dry goods store in a city or even a large general store in a country town, was considered an admirable opening for a youth, however little advancement these may appear to be to the young man who enters upon a career as a salesman in the great trade emporiums of the present day. Then he was, in such a position, in touch with the business men in all the surrounding country, and in one way and another had to do with about every kind of enterprise carried on within a radius of ten or twenty miles. The credit system prevailed, and fully two-thirds of the business of the country was done through the merchant, who in a sense backed about every enterprise and received his pay in bulk when its man-

agers brought it to a successful issue. Among the early merchants of Milwaukee were Ludington, Burchard & Co., a firm constituted of Mr. Ludington's uncle, Lewis Ludington, his brother, Harrison Ludington, and Harvey Burchard. In 1839 young Ludington became a clerk in the general store of this company, and two years later he was enabled to buy the interest of Mr. Burchard, and the name of the firm was changed to Ludington & Co. In 1848 Mr. Ludington sold his interest in this store and forming a partnership with Hon. Daniel Wells, Jr., and Jefferson Sinclair, embarked in the lumber trade, the style of the firm being N. Ludington & Co.

The lumber trade of this region was at that time in its infancy. There was little in its status then to invite the investment of capital. Rewards, if rewards there were to be, were matters entirely of the future. The West was only beginning to develop, and at that time it required something more than ordinary prevision to see into its great future and the future of the lumber trade dependent upon it. It was a power greater than this that enabled Mr. Ludington to perceive how great must the market for lumber become, how it must go on increasing in a proportion almost magical, as the work of developing this great country should progress. He saw not alone the possibilities of the West, but those of the Northwest as well, for he and his associates were favorably located to supply lumber to both markets, and he believed that, with such advantages, those earliest in the field would reap the largest returns. In the daring enterprise of the firm, Mr. Ludington was the acknowledged leader. He proceeded to act upon his convictions by acquiring considerable bodies of fine timber lands, and establishing mills at Escanaba and Marinette, Mich., thus enabling the firm to go extensively into the manufacture of lumber.

The principal docks and lumber yards of the company were at Milwaukee until 1851, and even at that time the tide of enterprise was beginning to roll in upon Chicago from all parts of the country tributary to it, and Mr. Ludington and his associates decided to establish, under Mr. Ludington's personal supervision, what they intended to be a branch of the business in this city. It required only about three years to demonstrate Chicago's superiority to Milwaukee as a lumber distributing center. Before half that time had elapsed Chicago was the headquarters of the entire business and at its expiration the office and yards at Milwaukee were abandoned, and in 1854 the enterprise was, to all intents and purposes, wholly a Chicago one. As such it grew with a rapidity far beyond the most brilliant anticipations of its promoters. The great business was conducted as before under a simple partnership arrangement until 1868, when a long cherished plan was adopted of incorporating the concern under the style of the N. Ludington Company. Of this heavily capitalized corporation Mr. Ludington was chosen president, for reasons which cannot but be obvious to the most casual reader, and he retained that office until his death, fifteen years later. During a period of more than a third of a century Mr. Ludington was the executive head of the firm and of the corporation which bore his name, a com-



A. P. Kelley

pany and a corporation which won a degree of success almost unexampled in the lumber trade of Chicago, and which, rewarded with an independent fortune about every man at all prominently identified with them financially, a fact that speaks unequivocally of his splendid conservatism and well-judged enterprise. This is all the more noteworthy when it is remembered that not many of the pioneers of the lumber trade here achieved lasting and final success. Many of them went down in the financial maelstroms of 1857 and 1873, many of them succumbed to disasters which overtook them in the regular course of business, and most of the few who were enabled to retire wealthy, had been buffeted by the waves of adversity till they counted their gains most dearly earned. During its long career, in times of financial calm, and in times of financial storm, the concern of which Mr. Ludington was the head never failed in one instance to meet its obligations and fully satisfied any and every demand upon it, and its credit was so high that at times it was able to carry other concerns through periods of threatened ruin.

Mr. Ludington, in a splendid way, combined the qualities of the great merchant with the qualities of the great financier, for his success as a merchant was no more conspicuous than his success as a banker. Upon the organization of the Fifth National Bank of Chicago, in 1863, he was chosen one of its directors, and ten years later his services for the benefit of that institution were recognized by his election to its presidency, a position which he retained until the charter of the bank expired by limitation in 1872, when he became one of the directors of its successor, the National Bank of America. Living in an era of speculation, with ample capital to invest, constantly tempted to speculate, he was no speculator. All his operations were planned with the greatest precision and beyond the legitimate risk of trade nothing was left to chance. Beginning his career as a Western business man with a cash capital of only \$35, he pushed his enterprises persistently and with rare good judgment until his transactions reached up into the hundreds of thousands annually, and during all the long time consumed in the achievement and amid all the vicissitudes of competition and changing conditions, there never was a day when he did not know almost to a dollar how his affairs stood; and, informed as to the realities of the present, he made few mistakes, and none of magnitude, in calculating the probabilities of the future. The strictest probity and integrity were no less distinguishing characteristics of his business career than his conservatism, and in all of his associations with his fellows he was the peer of any of the pioneer merchants of the West. The estimate placed upon him by his competitors and contemporaries in business was expressed at the time of his death, which occurred January 15, 1883, in the following extract from a series of resolutions passed by the Chicago Lumberman's Exchange, which attended his funeral as an organization: "Our circle has been deprived of one wise in counsel, enterprising in spirit, diligent in business, and a citizen whose example was worthy of the emulation of those who are yet early in the pursuit of success in business life, and who are seeking successful

models for their guidance." Resolutions of like tenor, some of them more emphatically expressed, were adopted by the board of directors of the National Bank of America, by the Chicago Clearing House Association, and by other important corporate bodies. Such tributes are paid only to men of the highest standing, the most praiseworthy achievements and the most shining reputation.

Mr. Ludington was little inclined to publicity except in an unavoidable business way. His disposition was extremely modest and retiring, and he studiously avoided all ostentation, devoting himself entirely to his home and his family in his hours of relaxation from the cares of the great enterprises to the successful conduct of which he gave the best years of a true and noble life. The surviving members of his family are his widow, Mrs. Charlotte J. Ludington, and his daughters Mary L. Barnes, wife of Charles J. Barnes, of the publishing house of A. S. Barnes & Co., New York and Chicago, and managing director in Chicago of the American Bank Company, and Jennie L. Young, wife of George W. Young, a capitalist of this city. The interests of his estate center in Chicago, and one of the notable business blocks of the city is known as the "Ludington Building." The latter years of his life were marred by ill health, but he never lost his geniality or the tranquillity that is the reward in advancing age of a life well spent. Accompanied by his wife, he traveled quite extensively in this country and abroad in quest of health, but that which he sought was not vouchsafed to him, and with a heroism born of a knowledge of a life as nearly blameless as mortal life may be, and the hope of immortality which was his through faith, he resigned himself to the inevitable and passed away, regretted a thousand fold more than regretting.

James Farr, Jr. Among the oldest of the representatives of the earlier lumber trade of Chicago must be named James Farr, Jr., who was born at Fort Ann, Washington County, N. Y., October 27, 1820. His father was of the Puritan stock, which settled in Massachusetts as early as 1640 to 1660; his grandmother was descended from the Huguenots of Switzerland, a colony of whom arrived in this country about the same period.

James Farr, Sr., was a farmer, and in connection with his farm built and operated a water saw mill, whose sash saw was of the primitive character so often and truthfully spoken of as "up to-day and down to-morrow," but equal in capacity to the wants of the limited settlements of the day.

With his ancestry he was a stanch colonist and devoted American, serving in the War of 1812, his regiment being stationed for ninety days at Plattsburg, on Lake Champlain. He was subsequently promoted to a colonelcy, and took delight in training young men in military tactics. He was a public man and politician, and represented his county in the New York Legislature in the session of 1847-48.

James Jr. was brought up on the farm and enjoyed the limited advantages of the three to four months which comprised the yearly quota of the common schools of the

day, with the addition of three terms at the academy at Granville and Fort Ann. Leaving home in August, 1841, he started for the then distant West, landing at Chicago on the 1st of September. He first paid a visit to some friends who had settled at Galesburg, remaining a part of the winter, going thence, in February, 1842, to Milwaukee, where he opened an office for the commission trade in lumber, in pursuance of early predilections for a mercantile life, work about his father's saw mill creating a strong preference for the lumber business, which he found to be a thriving business in the city of his location.

In April, 1843, he entered the employ of Anson Eldred, of Detroit, who had a branch yard at Milwaukee, of which young Farr was given charge, and continued in its management for six years, when he acquired a joint interest with his employer in the Milwaukee business, which proved so successful that in 1852 the capital of the firm had outstripped the growth of the city, and as Chicago presented better facilities for the desired extension, the business was removed to this city, and the firm of Farr, Ladue & Co. was organized, buying the Eldred interest and opening a yard on Canal Street, north of Van Buren, and Mr. Farr became the resident and managing partner. About two years later Mr. Eldred again was induced to join the Chicago firm, which in 1853 became known as Anson Eldred & Co., comprising Anson Eldred, Andrew Ladue and James Farr, Jr. In 1855 the partnership ceased, and Mr. Farr removed to Beloit, Wis., where he opened a lumber yard which he continued to operate until the fall of 1861, when he was appointed assignee of the firm of Eldreds & Balcom (Elisha Eldred, Chicago, Anson Eldred, Milwaukee, and Uri Balcom, the firm operating a saw mill at Stiles, Wis., with yard at Chicago). The liabilities of the firm were about half a million of dollars, and it took nearly five years to close its extensive business, but the result was the payment of every obligation, principal and interest, which was esteemed the most remarkable settlement of an assigned estate in the history of the city up to that time. In the spring of 1868 Mr. Farr concluded a settlement with Mr. Eldred, upon whose honor he had relied for a suitable compensation for the arduous work in which he had for so long been engaged, taking the Muskegon mill as a part of his dues, operating it for one year and then disposing of it.

He now entered the employ of Kirby, Carpenter & Co. on a salary, superintending the purchases and sales of that large concern, with which he remained for several years, when he took the same position with Charles J. L. Meyers, with whom he continued for ten years in the superintendency of the yard and of the buying and selling, of his extensive business at Chicago. In 1882 Mr. Farr entered the employ of Brooks & Ross, doing all the buying for their large Chicago trade. In 1887 he became buyer for S. B. Barker and continued in this employ until 1890, when he opened a commission office, which he continued until his death, his advanced age in no wise diminishing his ardor for useful occupation.

Mr. Farr, in 1845, was married to Miss Lucy Coleman, of Fort Ann, N. Y., who

died in 1847, leaving a little daughter who survived but a few months. In 1850 he was married to Miss Jane Chapin, of Hartford, Conn., by whom he has two daughters now living, a son having died in infancy and two daughters after attaining womanhood. Mr. Farr long resided in the beautiful suburb of Evanston, enjoying the respect of all who had known him during a long and busy life, nearly the whole of which had been identified with the lumber interest of Chicago and the Northwest. He died at Evanston in 1893.

John Henry Witbeck. Unquestionably, the lumber trade of Chicago is one of the most gigantic industries ever instituted by the genius of man for the benefit of society as an organic unit. It can be safely said that the art of transforming the stately trees of the forest into the beautiful architectural forms of to-day, is wholly in keeping with the marvelous strides of the century in subjecting the crude forms of nature to the joy and advantage of humanity. The figures given by some of the largest of the lumber firms of this city thrill the mind with amazement. And then when it is considered that the largest house is but one of many, and that the figures must be multiplied by tens and hundreds, the brain becomes bewildered. No one can contemplate this vast industry without a feeling of pride in this great city, and in the enterprise of the individuals whose intellectual capacity, unceasing activity, and systematic business methods have given Chicago its great reputation, and reflected upon themselves so high a renown. There is something more in great business success here, than a mere drifting upward with the tide of urban development. An individual is but an atom of an aggregate community; but his rebound from other atoms, his upward spring from business laws and requirements, and his perpetual tendency and endeavor to reach the top, contribute far more toward his success than does chance, or wind, or tide. Temporary success may result from exceptional conditions, but long continued success in the turbulent sea of competition proves the existence of an unusual capacity, if it does not absolutely demonstrate a high order of genius. Point out a man who has risen from idleness and nothing, to industry and fortune, and you will show the world a man of heroic parts, courageous, penetrating, broad-minded, and with a will of tempered steel. We have these men in Chicago, and you will not have to go many steps to meet one.

John Henry Witbeck is the president and treasurer of the H. Witbeck Company, wholesale dealers in lumber. The great mills of this company are located at Marinette, Wis., where 250 employes find labor, while the local office and yards have for many years, and until the withdrawal from the yard trade in 1894, been located at 310 West Twenty-Second Street, this city. The capacity of their "Island Mills" at Marinette, in 1891, was 52,000,000 feet, and the current year will see a considerable advance over that enormous figure. The sales of lumber by this company in Chicago in 1891 reached 25,000,000 feet, and to Buffalo 26,000,000, and in Marinette over 2,000,000. These figures are bewildering—but not, it seems, to Mr. Witbeck. He glories in their



Chicago

Milo S. Hascall

magnitude, and takes pleasure in holding them up like the head of Medusa to petrify his astonished competitors. But he is a practical lumberman, the incarnation of industry and success, and is a polished, genial gentleman. Besides this, he is an old settler of Chicago, and this fact would alone cover a multitude of sins. Back in 1843, when this city was a grotesque town struggling to rise above the mud and swamps, he came here, a boy of seven years. Here his youth was passed in companionship with the youthful Chicago, receiving his education from the public schools. In 1853 he accepted a position as clerk for the lumber firm of Edward Wing, at the corner of Jackson and Market Streets, where he remained about two years and then engaged in the same capacity and business with John M. Williams, at the corner of Monroe and Canal Streets. A year later he purchased an interest in the wagon and implement manufacturing establishment of his father, and thus continued until the whole plant was sold to A. E. Bishop in 1862. The following year he purchased an interest in the lumber firm of Cutler, Witbeck & Co., composed of Asa E. Cutler, George Witbeck and John S. Reed. This was changed to the style of H. Witbeck & Co., in 1869, and the succeeding year was incorporated under the title of The H. Witbeck Company. This business has since grown to enormous proportions under the direct care and supervision of John Henry Witbeck, the sales of twenty-three years aggregating more than 550,000,000 feet of lumber. But Mr. Witbeck has not confined either his labor or his pleasure to the management of this business alone. In August, 1890, the Chicago & Tampa Improvement Company was organized by himself and others and, incorporated with a capital stock of \$500,000, he was made secretary and treasurer. They have 120,000 acres in Hillsboro County, Fla., where many beautiful homes are being founded, and many fine orange groves opened to the world. Mr. Witbeck was for five years a director in the National Bank of America, and is now a director and vice-president of the Fort Dearborn National Bank. He is also vice-president of the Vessel Owners Towing Company. In all these responsible positions he has shown the highest capacity. He has taken much pleasure, and the lodge has derived great profit from his connection with the Masonic order, of which he has been a thirty-second degree member for over twenty years, grand treasurer of the Grand Commandery of the State of Illinois, and has been for fourteen years, a past commander of Chicago Commandery. He was united in marriage January 24, 1859, to Miss Mary E. Guernsey, a native of New York, and daughter of Alonzo and Ellen M. (Hines) Guernsey, who came to Chicago in 1854. Mr. Witbeck and his wife have four children: Henry Yale, James Alonzo, Fannie E. and Grace M. Few men of Chicago have shown the business qualifications possessed by Mr. Witbeck. He was gifted by nature with a powerful mind and a strong will, and both were placed in a field of action requiring their constant use. In fact almost all of his adult life has been passed in stirring industry in the lumber trade and business world.

His father was Henry Witbeck and his mother Huldah Yale, the former born at

Athens, Greene County, N. Y., in 1813. At the age of fifteen years he was apprenticed to learn the blacksmith's trade, in which capacity he served five years. At this trade, as journeyman, he worked until 1845, but in the meantime, in 1843, came to Chicago. In 1845 as a member of the firm of Pearce & Witbeck he opened up a wagon and agricultural implement manufactory at the corner of Randolph and Jefferson streets, which business grew and flourished until it was sold in 1862. In 1869 he became the senior member of the lumber firm of H. Witbeck & Co., which a year later was incorporated with a capital of \$100,000, subsequently increased to \$600,000, the first officers of the incorporated company being Daniel Wells, Jr., president; Henry Witbeck, vice-president; John H. Witbeck, secretary and treasurer. In 1886 the officers elected were John H. Witbeck, president and treasurer; Daniel Wells, Jr., vice-president, and Warren J. Davis, secretary. Henry Witbeck, a man of more than usual honesty, industry and ability, died April 12, 1891. He was prominent here for many years and was a member of the famous "fire council" of the city, which brought order and prosperity out of the awful calamity of 1871. At the time of his death and for twelve years previously he had been vice-president of the National Bank of America.

John A. B. Waldo was born at Methuen, Mass., January 16, 1827. His father, George A. Waldo, was a merchant of Methuen, the son of Edward Waldo, a soldier of the Revolutionary War, and sixth in descent of the Waldo family in America, Cornelius Waldo having landed at Ipswich, Mass., in 1654 from England, being a descendant of Peter Waldo, a merchant of Lyons, France, who was burned at the stake in 1170 for his religious opinions.

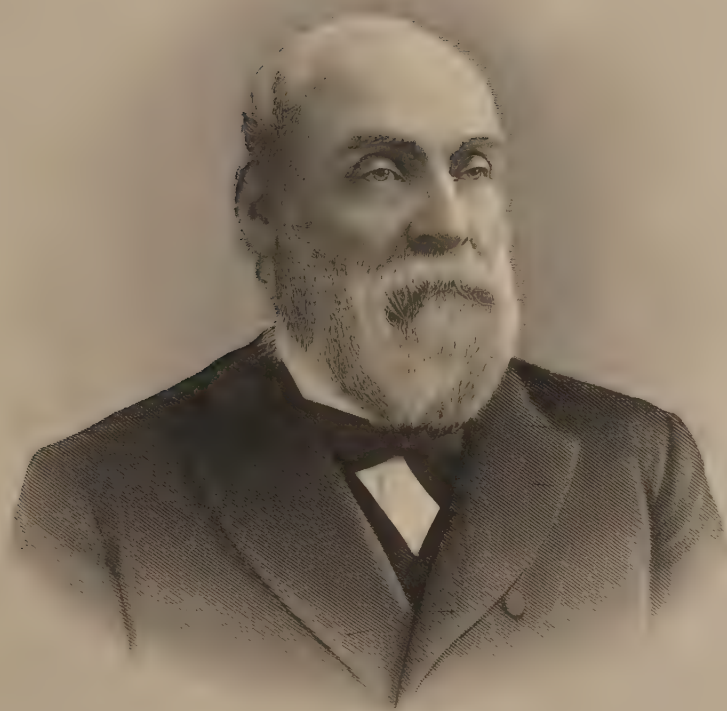
John was educated at the common and private schools of Methuen until the age of eighteen, when he took a clerkship during the summer and attended school in winter. At the age of twenty-two he (in 1849), joined the army of Argonauts and sailed for California in the ship "Euphrasia" from Boston, which reached San Francisco May 26, 1850, after a voyage of 195 days, stopping at Rio Janeiro and Valparaiso en route. He remained in the "diggings" at Tuolumne and Hawkins Creeks and at the town of Nevada on Deer Creek until the fall of 1852, when he returned via the Isthmus of Panama. On the 2d of August, 1853, he was married to Miss Susan M. Blaisdell, of Carlisle, Mass., and came west with his bride, settling for a time at Jefferson, Wis., as a manufacturer of furniture. In June, 1855, he came to Chicago and entered the employ of Walker & Day, lumber dealers (on Canal Street), as book keeper, continuing with their successors, Kennedy & Day, until February, 1859, when he bought the stock of the firm and continued the business at 115 Canal Street until 1880, when he retired, and has since occupied his time in the care of his own real estate in this city. Mr. Waldo was for many years a member of the Lumberman's Exchange and a prominent member of its committees. He is a member of Oriental Lodge, F. & A. M., and a life member of Apollo Commandery, K. T. He has for many years been judge of

election in his ward, but has held no other political positions. His only son, John B., is editor and proprietor of the *Apparel Gazette*, the organ of the wholesale clothing trade of the country.

Oscar Daniel Wetherell. Not only as a lumberman and planing-mill owner and operator, but as an influential citizen, an able public official and a business and municipal financier of the very highest order, is Oscar Daniel Wetherell, known to Chicagoans of this and an earlier generation. Born at Bath, N. H., in 1834, and taking advantage of such educational opportunities as the common schools near his home afforded him, he devoted his time and youthful energies, in a measure, to the demands of his father's farm. In 1852, at the age of eighteen, he came West and found employment in the lumber yard of J. H. Pearson, at Henry, Ill., and in the spring of 1853 he came to Chicago to serve throughout the season as tallyman on the docks, for Inspector Arthur Meglade, who, with his brother, William Meglade, was doing a lumber commission and inspection business at 550 South Clark Street. In the spring of 1854 Mr. Wetherell entered the employ of Jabez Barber, on Canal Street, between Madison and Monroe Streets, as foreman of the lumber yard, and remained there and with the Newaygo Lumber Company, at the corner of Sherman and Taylor Streets, until 1863. In that year he formed a partnership with W. H. Jenkins and the firm of Wetherell & Jenkins established an office and yards at the corner of Canal and Lumber Streets, and there remained until the spring of 1872. During 1871 Mr. Wetherell formed a connection with Ami W. Wright, of Saginaw City, Mich., and J. H. Pearson, of Chicago, who had been in the lumber manufacturing business for twenty years, and the firm of A. W. Wright & Co., and the later firm of Wright & Wetherell, became well known among the leading saw-mill concerns of the Saginaw Valley. In 1884 the A. W. Wright Lumber Company was incorporated and has had a continuous existence since. During 1872-73 Mr. Wetherell devoted his time to the mill at Saginaw City, until, in September of the latter year, he returned to Chicago and opened a yard on Throop Street, near Twenty-second, where the firm of O. D. Wetherell & Co. did a yard business for the succeeding three years. In 1876 Mr. Wetherell erected a large planing mill at 2514 Quarry Street and gave up the yard business. Subsequently, in 1879, another planing mill was erected on Lincoln Street, and in 1880 one on Wood Street, and later one at Throop and Twenty-second Street was acquired by purchase. Between 1884 and 1892, at various dates these were sold, with the exception of the Quarry Street mill, which at this date Mr. Wetherell still retains. In December, 1890, Mr. Wetherell became one of the incorporators of the Globe National Bank, of Chicago, to the presidency of which he was elected, a position which he still occupies. This, although one of the youngest, has already taken rank among the most popular and reliable of Chicago's banking institutions, and is elsewhere in this work more fully mentioned. Mr. Wetherell is a large stockholder in the Senour Manufacturing Company, of Chicago, manufacturers of paints, oils and colors, which together with the

Wetherell elevator, is connected with the planing mill on Quarry Street, and he is interested also in the North Aurora Roller Mill Company.

Mr. Wetherell's successes in life have not been confined to the domain of lumber. Few men have of late years been more potent and influential in shaping the affairs of this great city than O. D. Wetherell, who has always been recognized as a force in all matters looking to the purification of city politics, and the inception and success of all measures having for their object the advancement of the sanitary, moral, economic and political interests of the city, county and State. A staunch Republican in national politics for many years, he was in 1881 elected to the Aldermanic Board as the representative of the Fourth Ward, and was steadily re-elected to that position until 1889, when he declined further nomination. During his service he was elected mayor pro tem. in November, 1886, during the temporary absence of Mayor Harrison, and was usually made chairman of the committee on finance, in which capacity he demonstrated a clearness of vision and a perception of the needs of the city in its financial management, which won for him the confidence and esteem of the people. He may be said to have led the fight over the questions of cheap gas and telephone rates and control, and was the first to advance and advocate the idea that the interest on the public funds belong to the city and are not rightfully a perquisite of the city treasurer. As a result, the retiring treasurer, in April, 1893, for the first time in the history of Chicago, paid the city the interest which had accrued on the public funds. When he took the office in April, 1891, though there was no law requiring it, he agreed with the three banks in which the public money was to be deposited, that all interest accruing on the city money should be turned over to the city. The substance of that agreement was that he should be allowed out of the interest enough to pay the expenses of his office and a fair salary for himself. The expenses of the office for the first year were \$18,000. The city council appropriated that amount, but the treasurer did not draw a dollar of the appropriation, and it was turned into the general fund. It was agreed that he was to be allowed for the first year \$30,000—\$18,000 for expenses and \$12,000 for salary. During the second year the council made no appropriation, and there was, therefore, nothing to be turned into the general fund. The council did provide that by reason of the adoption of the weekly payment system the expenses of the office for clerk hire might be increased \$3,000. Thus there were \$33,000 paid out of the interest, for office expenses and the treasurer's salary. The total amount thus used in two years was \$63,000. Under the agreement made with the banks they returned all of the interest in excess of the amount drawn. The total amount which had accrued on the city money was \$106,991.52, from which was deducted the \$63,000 used in running the treasurer's office, leaving a balance of \$43,991.52 for the benefit of the city. To such an extent were Mr. Wetherell's views upon financial matters approved by Mayor Harrison, that on the re-election of Mr. Harrison in 1893 he tendered the position of city comptroller to Mr. Wetherell.



Thos. Wilson

This from so strong a Democratic partisan as Mr. Harrison, was justly regarded as the highest possible tribute to the honesty and financial ability of a gentleman who had been known as a strong and active Republican from the first formation of the Republican party, and, in the estimation of an appreciative public, was complimentary in the highest degree to both the mayor and his appointee. In the matter of high license for saloons and the regulation of corporations, and on many other questions affecting the public weal, Mr. Wetherell has been conspicuous for his advocacy of the public interest as opposed to the individual schemer. A self-made man, who has risen by his own efforts from a farmer's boy to the successful merchant, the efficient and respected legislator, and the competent and trusted banker, Mr. Wetherell presents a true type of that enterprise and push which have made Chicago the second, and in some respects the first, city of the New World. Mr. Wetherell has been twice married, his first wife, Sarah M. Wild, of Chicago, to whom he was united in 1854, died in 1883, leaving two daughters and a son to mourn the loss of a faithful mother. In 1885 he married Miss Marrieta M. Senour, of Topeka, Kan., who has blessed him with two sons and two daughters.

Ezra Durgin. Among the Chicago dealers of the early fifties we find the name of Ezra Durgin, who was closely identified with the trade for a decade.

Mr. Durgin was from an ancestry closely allied with the early days of the republic, his parents residing in the seventeenth century near Concord, N. H., his father taking an active part with the patriots of the Revolution. Ezra was born in 1796, and with such education as could be obtained in the schools of that early period, he, while still a youth, engaged in the business of contracting, and figured extensively as such in the building of the Erie Canal, and later in the construction of many important public works in Indiana and Illinois, including, about 1841-42 a considerable contract on the Illinois and Michigan Canal.

Attracted by the lead mines of western Wisconsin, he, about 1843, removed to Exeter, Wis., where he carried on mining operations until the breaking out of the gold excitement in 1849, when he went to California by way of the Isthmus of Panama, at that time a most tedious and trying route, and settled on the north branch of the Yuba River, where, finding extensive forests, he erected a water saw mill, finding local market for its product at the remunerative rate of \$100 per 1,000 feet log run. He continued in this business until reaping a handsome competence, he returned East in 1853 and engaged in the lumber business, with yard at the corner of Van Buren and Canal Streets, and two saw mills at Manitowoc, Wis. These saw mills, known as the "Old" and the "Coleman," consisted at that time of single mulays, and were run by small steam engines of the primitive type of the day, each having a capacity of about 5,000 to 10,000 feet per day. About 1857 he established a second yard on the corner of Eighteenth and Grove Streets, and in 1858 sold out the business and mills, and removed to Rock County, Wis., where he engaged in farming and died in December,

1863, at the advanced age of sixty-seven years, leaving a widow and six children, of whom the youngest son, John C., is elsewhere mentioned as at this time and for many years past a prominent commission lumber dealer of this city. Another son, Myron H., was for some years associated with his father in business, and later was a well-known lumberman at Muskegon, Mich., where he died in 1889. Mr. Durgin was noted for his abundant energy and pushing enterprise in whatever line he decided to follow, and as a man of integrity was most highly esteemed by all who were brought in contact with him. He is spoken of as combining the thrift and integrity of the Yankee race, with the push and vim of the "wooley West," and was a fair type of the energy which has made this city in common with the whole Western country the synonym of enterprise throughout the land, and indeed, throughout the wide world. Mr. Durgin was married in 1815 to Miss Temperance Nutter, of Maine, who died at Beloit, Wis., in 1857.

Horace W. Chase. Whatever may be said in praise of the speculative spirit, whatever fortunes may have been acquired by its means or honor achieved by the brilliant exercise of its power, the results are ordinarily so uncertain, the risks so hazardous that it has come to be correctly regarded by the great mass of successful business men that speculative tendencies are sure in the end to plunge the possessor into financial ruin. Here and there among speculators may be found a lucky one upon whom the caprice of fickle fortune has showered the losses of hundreds of others now moneyless, and, therefore, friendless and unknown to fame. While, therefore, the successful speculator flames like a meteor across the financial sky, attracting great attention by his rarity and radiance, thoughtful people will not be deceived or misled by the glare, but will proceed to conduct their business on conservative lines and according to the rules of honesty, which is the best policy.

It is not the speculator who has made Chicago. The latter has simply afforded the speculator his opportunity and the triumphant and successful one is met with the scowls of the thousands who have lost all. Like one who draws the grand prize in a lottery he encounters the frowns of the thousands who have failed, and contributed to his prize. But this termination is speculation gone mad, and the law, therefore, has stepped in to say that the public welfare demands its suppression. In other words, the speculative spirit leads to gambling and should be curbed and confined within the legitimate fields of adventurous yet conservative enterprise. Men whose methods of doing business have been guided by these safe rules—an enterprising conservatism—are at once the makers and the pride of Chicago. They have given its commerce credit and strength by imparting tone and confidence to its markets and expansion to its trade, and to their honest efforts alone, is due the fact that Chicago to-day is the greatest city in the world.

Among the business men here who have ranked highest for their honesty and conservatism was Horace W. Chase, whose active and successful life furnishes many useful

lessons. Born July 1, 1835, in Hunter, Greene County, N. Y., he was there reared and educated, receiving during youth a fair knowledge of the lumber business in the yards and mills of his father. The latter, Charles Chase, was also a native of the Empire State, though his ancestors were from Massachusetts, of an old colonial family. Upon reaching manhood he married Eleanor Howk, also a native of York State, and about this time opened a tannery at Hunter, and later established a saw mill and a lumber yard there, conducting all with success and amassing a comfortable fortune. Here it was that Horace W. Chase was educated and first instructed in the complexities of the lumber trade. In 1857, being then of age, he came to Chicago and was tendered the position of foreman in the lumber yards of Larned & Chase, the junior member of the firm being the elder brother of Horace W. He accepted the responsible position and at once entered upon his duties and thus continued until 1861, faithfully discharging his task and acquiring much valuable information of the lumber trade in the bustling and enterprising market of Chicago. In fact, the foundation of his knowledge of the lumber business was gained during this period, though the ripening and fruiting seasons of his profitable life were yet to come.

When the Government was plunged into war and all patriotic men were urged to come forward and maintain the union of the States, the stirring call met with a responsive answer from Horace W. Chase, who, April 19, 1861, promptly tendered his services as a private, and was assigned to Company A of the Chicago Light Artillery, one of the first troops of the war. He enlisted for three years, and served with his command until July 16, 1864, when he was mustered out at Springfield, Ill., and honorably discharged from the service. He served in all the engagements of his regiment, and was commissary of his battery all through the service. This was one of the most famous commands of the western army and participated in the following engagements: Fort Donelson, Shiloh, Chickasaw Bayou, Arkansas Post, Champion's Hill, siege of Vicksburg, siege of Jackson, Miss., Missionary Ridge, Resaca, Dalton, Ga., Kenesaw Mountain and many others. He at once returned to Chicago, after receiving his discharge, and purchased a small interest in the lumber firm of Howard & Chase, and at the same time assumed the duties of a responsible position with the firm, for which he drew a salary until 1867, when he became the junior member of the firm of D. F. Chase & Brother, with yards at the Halsted street bridge. A strong, yet conservative, business was conducted by the brothers from 1867 to 1872, when D. F. Chase withdrew from the firm and D. S. Pate was admitted as a partner, and the following year the style of the company became Chase & Pate. Mr. Pate had been in the employ of the brothers for three years. Upon the formation of the company, in 1873, the yards were located at Archer Avenue and Quarry Street, where they remained until 1876, and were then removed to Throop and Twenty-second Streets and there were conducted until May 1, 1892, when Horace W. Chase retired from the firm.

After 1873 the business of the firm grew very rapidly under the safe and reputable

business methods of Mr. Chase. There was at that time and subsequently an intense tendency to speculation in every industry of the city. Many far-sighted and conservative business men, sound and able on all questions of finance, were led into unwise speculation and serious losses—more, in fact, than they could bear. In such times it is difficult to resist the temptation of what seems to be certain success in the speculative world, and the active business man who can live through it and resist all its enticements, at the same time conducting his business safely and conservatively, deserves the highest credit. This was the course pursued by Mr. Chase. The speculative fever had no effect upon him, or, if it had, he applied the antidote of sound sense to it and had no difficulty in penetrating its probable dangerous results. As a consequence he did not venture more than was prudent, made no contracts he could not promptly and profitably perform, carried on a large and constantly expanding trade upon safe and able business rules, was adventurous and enterprising enough to outwit numerous competitors and thus secure many profitable fields in the lumber market, and, by reason of his foresight, wise methods, unceasing industry and strict honesty, built up one of the strongest and most reputable trades ever in Chicago. It is doubtful if the city has produced a safer business man than Mr. Chase, certainly not one of greater industry, honesty and success. He started out without a dollar, was energetic, faithful, alert, a student of his occupation and in less than half a lifetime had become one of the shrewdest lumbermen of the city, had amassed a fine fortune and gained a reputation without blemish.

During the career of the firm from 1876 to 1892 several important changes were made in the business. In 1884 they became associated with C. A. Paltzer & Co., being known as the company of that concern, and were so connected until June 1, 1892, at which time Mr. Chase purchased the interest of Mr. Pate, which he continued to hold at the time of his decease. He did not take an active part in the business, but his interests were large and his profits satisfactory.

Mr. Chase was a man of pure life and simple habits, loving his family and fireside, was warm-hearted and hospitable and at once inspired ease and confidence. He resided at 3226 South Park Avenue, and attended the Peoples' Church, presided over by Rev. Dr. Thomas. He was a Master Mason and a Republican. He belonged to George H. Thomas Post, G. A. R., and Battery A., Light Artillery, and was treasurer of that association. He was also president of the "Old Cairo Survivors" organization. His first marriage occurred in 1872 to Miss Elizabeth Tebbetts, a native of Manchester, N. H., who presented him with two bright children; Volney H. and Eleanor E. His wife died October 23, 1883, and in March, 1885, he wedded Miss Anna L. Odlin, a native of Dayton, Ohio. In his happy home Mr. Chase was prepared to enjoy his life and his fine reputation, until death claimed him September 6, 1893, after an illness of but a week, from a malignant carbuncle on the neck, attacking the brain, and he was followed to the tomb by a large concourse of lumbermen and other warm friends.



Goodspeed Bros Publishers Chicago

E. J. Dodge

"At a meeting of the board of directors of the Lumbermen's Association, held the following afternoon the following resolutions on the death of Horace W. Chase were unanimously adopted:

"*Whereas*, This association has learned with profound sorrow of the sudden death of our late associate, Horace W. Chase, of the firm of C. A. Paltzer & Co., who died September 6, and desirous that the memory of his life may be a matter of record with this association, therefore, be it

"*Resolved*, That, identified as was Mr. Chase for over a quarter of a century with the lumber trade of Chicago and the Northwest, his life was a bright example of business integrity, and uprightness, worthy of emulation by all others, and we point with pride and satisfaction to the life of our late associate as an example of patriotism in his devotion to his country through a term of service spent in her defense during our late war.

"*Resolved*, By the Lumbermen's Association of the city of Chicago, that while we reverently bow to this decree of the Maker and Ruler of all the earth, yet we cannot but regret to part so suddenly with one of our members so favorably known, respected, and loved.

"*Resolved*, That we tender his sorrowing family our heartfelt sympathy in this hour of their great affliction, and remind them that their surest consolation will be found in the unsullied record of his earnest and faithful life.

"*Resolved*, That these resolutions be spread upon the records of the Lumbermen's Association, and copies transmitted to the family of the deceased and to the lumber and daily press."

David F. Chase, a brother of Horace W. Chase, and whose connection with the lumber trade of Chicago dates from 1853, was born at Hunter, Greene County, N. Y., November 13, 1831. After receiving a common-school education, supplemented by a two-years course at the Charlotteville Institution, he, in 1853, came West, locating at Peoria, Ill., and engaging in the manufacturing of sash, doors and blinds.

In his frequent visits to Chicago for the purchase of stock, he made the acquaintance of Throop & Larned, who offering him an interest in their lumber business, he sold out his Peoria business and removed to Chicago. The firm of Throop, Larned & Chase was organized in the spring of 1858, and continued but one year, Mr. Chase disposing of his interest to his partners, for the purpose of starting a yard at Tonica, Ill., in connection with a man named Kipp, the firm being Chase & Kipp. In 1859 Mr. Chase took the gold fever and went to Pike's Peak, returning the following year without realizing the success which fancy had pictured to him and which pluck deserved. Like a majority of gold-seekers in the mines of California, Fraser River, Pike's Peak, etc., he did not require a Government escort to protect the results of his hard labor with pick and shovel.

On July 16, 1861, Mr. Chase enlisted in Taylor's Battery "B" as sergeant, and was wounded at the battle of Belmont, Ky., and losing the use of his right arm he was discharged for disability, June 19, 1862. Returning to Chicago, he engaged again in the

lumber business with S. G. D. Howard, the firm being Howard & Chase. In 1864 Mr. Chase was married to Mrs. Emily F. Taber, of Chicago. In 1866 the firm of Morton & Chase was established and continued until 1868, when, Mr. Morton retiring, Horace W. Chase, a brother of David, purchased Mr. Morton's interest and the business was continued under the name of D. F. Chase & Bro., and continued until 1872, when, on account of failing health, the subject of this sketch sold out his interest to Davy S. Pate, and the business was continued by H. W. Chase and D. S. Pate, under the firm name of Chase & Pate.

In 1880-81, having regained his health, Mr. Chase formed a partnership with F. H. Hannah, under the designation of D. F. Chase & Co., with a yard located at Cologne and Fuller Streets bridge. This business was closed out in 1882, this ending Mr. Chase's intimate connection with the Chicago lumber trade.

In 1884 Mr. Chase bought an interest in the Eureka Hoop Company, at St. Charles, Mich., and was elected president of the company. In 1884 he purchased his partner's interest and continued the business until a short time before his death, which occurred February 9, 1891, at East Saginaw, Mich., leaving a widow (now residing at Evanston) and two sons, Frank D., now aged fourteen years, and Albert W., aged sixteen. Mr. Chase was a man who possessed the highest confidence of all who had dealings with him; open-hearted to a fault, his hand was never withheld when suffering, distress or trouble of any kind was threatened to those with whom he was associated. He was one of whom it might truly be said that the world was better for his contact with it, and his memory will ever be held sacred by all who had intimate relations with him. Honorable to a fault, if such be possible, his connection with the lumber business of Chicago was a credit to the trade, while as a citizen and a patriot his example was worthy of emulation by all who hold a high sense of the duty devolving upon a true American.

Isaac Stephenson. In connection with the sketch elsewhere of Nelson Ludington, the Nelson Ludington Company, and I. Stephenson Company, it will be gathered that Isaac Stephenson has been a prominent factor in the lumber business of Chicago for many years, although not at any time a resident of the city, his duties in connection with the business being more largely confined to the work of manufacturing the lumber at the mills, and directing the logging operations in the woods.

Mr. Stephenson was born at Fredrickton, New Brunswick, his parents being Isaac Stephenson, of Ireland, who married Elizabeth Watson, of London, England. His father was a lumberman and farmer by occupation. Isaac attended the common schools until the age of sixteen, when he worked on a farm and in the lumber woods. In 1845 he came West, and in 1846 helped put in 400 acres of wheat at Rock Prairie, five miles south of Janesville, Wis. In the fall he went to Escanaba, Mich., and engaged in the lumber business with M. Jefferson Sinclair, the man with whom he came West, and in 1850 became connected with Harrison and Nelson Ludington and Daniel Wells, Jr, of Milwaukee, in logging and the manufacture of lumber at Marinette,

Wis., on the Menominee river, and in 1858 became a stockholder with those gentlemen in the incorporated company known as the N. Ludington Company.

In 1882 Mr. Stephenson was elected by the voters of the Ninth District of Wisconsin to represent them in the Congress of the United States, a position to which he was re-elected for two successive terms. At the closing up of the estate of Mr. Nelson Ludington, after that gentleman's decease in 1882, he associated with him Daniel Wells, Jr., S. W. Wyatt and C. W. Wells in the incorporation of the I. Stephenson Company (1888), which became the legitimate successor in Chicago of the N. Ludington Company, established in 1852. Mr. Stephenson is a practical business man, whose forte lies in the direction of the selection of timber lands, the care of the logging operations in the woods and of the manufacture of lumber at the mills at Escanaba, where at the two mills 150,000 feet of lumber with a full quota of shingles and lath are the average daily product. Mr. Stephenson has been married three times: in 1852 to Margaret Stephenson, who died in 1872. His second wife was Augusta Anderson, to whom he was married in 1873, and who died in 1882. In 1884 he was married to Elizabeth Burns, who still survives. He has eight children, two sons and six daughters.

Mr. Stephenson owns a controlling interest in the N. Ludington Company, which manufactures from 30,000,000 to 40,000,000 feet of lumber per year, also in the Stephenson Manufacturing Company, of Marinette, Wis., with a manufacture of 15,000,000 feet per year, and as well in the Peshtigo Lumber Company, which manufactures from 40,000,000 to 45,000,000 feet. He is president of the Menominee River Boom Company and of the Stephenson National Bank of Marinette. He is recognized as an excellent and reliable business man, and has won a wide reputation for political sagacity, and honorable business methods in all the various departments with which he is connected, and, while not a resident of Chicago, has been intimately connected with the vast development of its lumber industry for nearly half a century.

Deville R. Holt. Mr. D. R. Holt dates back to an early connection with the lumber trade of Chicago, and has continued in it from 1847 down to the present day.

Mr. Holt was born at Watertown, N. Y., December 27, 1823, and at about the age of twenty years came West and followed the occupation of an Indian trader and merchant, with headquarters on the island of Mackinaw. The climate proving too severe, social privileges too restricted, and the confinement of the store too enervating, he abandoned a business in which he had accumulated some money, and turning his face toward the south end of Lake Michigan he reached Chicago on the 24th of October, 1847, and a couple of weeks later, on November 6, bought out the lumber yard of George Roberts on the corner of Market and Madison Streets. There was no railroad, and the canal was not opened until the following year, consequently the trade was local and by teams to the surrounding country. Mr. Holt obtained his supplies principally direct from the manufacturers of Grand River and Muskegon, Mich., and

from Green Bay, Wis., until 1852. He looked principally to Peshtigo, Wis., for his supplies, until 1856-57, when considerable quantities were received from Lake Huron ports. By an incendiary fire in 1858 Mr. Holt lost his yard with a fine stock of Saginaw lumber, the word "fine," as applied to the lumber of that period signifying something far superior to the average cut of lumber of later years. The fire protection of those days consisted of hand engines, which at an early stage of the fire became useless, and the destruction of the yard was complete. The incendiaries were apprehended and proved to be members of the fire company who sought the premium accorded in those days to the company which first reached the fire. They were tried, convicted and served a term in State prison.

In 1852 Mr. Holt became interested with Richard Mason in the purchase of the Ferguson mill at Little Bay De Noquet, and the firm of Holt & Mason, with an old-fashioned sash mill, sold D. R. Holt about 6,000,000 feet of lumber annually. In 1854 the mill was enlarged by the addition of a siding mill, of a sort which is never seen to-day, which was used to saw cants six inches wide into half inch or thicker, by automatic set works. This was a most useful machine in its day, but did not come into universal use, probably because it did not make enough sawdust, economy of timber not being considered the virtue it has since become. Mr. Holt sold out his mill and yard interest in 1858 to his partner Mason, and became a stockholder and director, as well as a charter member of the Merchants Loan & Trust Company, with which he remained four years. In 1862 Mr. Holt associated himself with A. C. Calkins, his former foreman, superseding the firm of Calkins & Dennison, and not long after (1863) Mr. Uri Balcom purchased the Calkins interest, and the firm of Holt & Balcom was formed, continuing until 1887, and this firm acquired large tracts of timber land, and a saw mill at and near Oconto, Wis., which was operated until the dissolution in 1887, and were succeeded by the Holt Lumber Company.

One of the first big yards in Chicago was that of Eldred & Balcom, 1855-56, the partners being Anson Eldred and Uri Balcom, and they, pushing business rather beyond its ability to maintain itself, failed twice before either succeeded in getting a start in life which led on to fortune. In 1860 Mr. Holt built a home at Lake Forest, purchasing the lumber both for frame and finishing at \$8 per thousand in Chicago, almost any portion of which would rate at \$30 to \$40 per thousand to-day. Having occasion to lay a quantity of sidewalk, Mr. Holt purchased three or four car loads of wide and practically clear but somewhat shaky plank at \$5 per thousand.

Upon the formation of the firm of Holt & Balcom, in 1863, Mr. Holt abandoned the yard trade, and the firm confined its attentions to the ever-increasing manufacture of its mills at Oconto and the disposition of the product by wholesale. The firm acquired large quantities of timber land upon the Oconto River, and wisely adopting the latest improvements in saw-mill machinery, as the same developed, were enabled to keep pace with the ever-increasing volume of demand at a minimum of cost for manu-



Henry Bidler
Age 80 years

facture. The office of the firm was established at the lumber docks at South Water Street, to which point intending purchasers resorted each morning to inspect and purchase the cargoes arriving during the preceding night. Upon the dissolution of the firm of Holt & Balcom and the incorporation in 1888 of the Holt Lumber Company, the system was changed, and the new company adopted the system of piling, seasoning and selling from its extensive yards adjacent to the mill at Oconto. The Holt Lumber Company, with a capital of \$600,000, embraces D. R. Holt, president, his sons taking the active management of the business, George H. Holt being vice-president and resident manager, actively assisted by William A. Holt holding the office of treasurer.

Mr. Holt has, since the incorporation of the Holt Lumber Company, practically retired from an active business life, while still giving to his sons such advice and assistance as his wide experience demands, and at a ripe age, with a still vigorous intellect and robust physical frame, commands the respect and affection of all who know him. Residing at Lake Forest, a thriving suburb north of Chicago, he takes a deep interest in the prosperity of the noted Presbyterian University of that place, and as an elder, and active worker, in the Presbyterian Church, has a warm place in the hearts of the many hundreds of students who have profited by his instructions in the Bible class, of which he has for many years been the respected, intelligent and useful teacher. He has witnessed the growth of Chicago from a small hamlet to the second city of the continent, and the wild country surrounding to teem with thriving suburbs, and in this wonderful development few if any citizens have contributed to a greater degree than has the subject of this sketch.

James H. Swan. Among the elder and most highly respected among the surviving members of the lumbermen of an early day, must be mentioned Mr. James H. Swan. Mr. Swan was born November 23, 1824, at Haddam, Conn., where he passed the first twenty years of his life. His education was secured in the common schools, supplemented by a three-year course at Brainard Academy. His father was Deacon Hurlbut Swan, a sturdy Puritan, who came west with his wife and four boys in the spring of 1845, making their home at what is now Fremont, in Lake County, Ill., where the good deacon died at the advanced age of eighty-one. The subject of our sketch was engaged in farming from 1845 until 1853, having in 1847 married Mary Emily, second daughter of Alva Trowbridge, who, in 1850, established himself in the mill business at Muskegon, Mich., and was joined in the business by his son-in-law, Mr. Swan, in 1853, who became a partner in the business in 1855, Mr. Swan removing to Chicago to take charge of the yard, which was then located on Market Street, near Monroe Street, the firm being Brown (M. J.) & Trowbridge. In the spring of 1857 the yard was removed to the ground upon which the Union Depot of the Chicago, Pittsburg & Fort Wayne Railroad is located, the firm now having become Trowbridge & Swan. The financial stringency and panic of 1857 was felt by this firm, as it was by many

other lumbermen, and after struggling against destiny until the summer of 1858, they were compelled to assign, but such was the confidence in their integrity that the creditors voluntarily raised the assignment and extended the time, so that all debts were soon paid, both principal and interest.

When the war of the Rebellion broke out the blood of patriot ancestors asserted its power, and, in July, 1862, Mr. Swan, with twenty-two other young men, members of the Church of the Redeemer, with which Mr. Swan was connected, enlisted in what afterward became the Chicago Mercantile Battery, going to the front under the patronage of the Chicago Mercantile Association. In less than a year he returned with broken health, and in the fall of 1863 again embarked, in company with Charles B. White, in the business which he had eighteen months previously relinquished to try the fortunes of a soldier life.

Mr. White, like Mr. Swan, had formerly been associated with Mr. Trowbridge and had learned the intricacies of the lumber business. In 1871 Mr. Ira O. Smith was admitted to the partnership, and the firm became White, Swan & Co., Mr. Smith taking charge of the manufacture at the company's mill at Muskegon, the other members attending to the sale of the product at Chicago. The yard business was relinquished in 1869, and the business was subsequently confined to wholesaling by the cargo, until the dissolution of the firm in 1888, when they sold their plant to the Thayer Lumber Company, Mr. White retiring, Mr. Swan and Mr. Smith continuing together in the limited purchase and sale of timber lands, principally in Wisconsin. Mr. Swan, while an earnest Republican in politics, has never been ambitious for political preferment, having persistently declined all proffers of office, satisfied to do his duty as a private citizen. He has for the past thirty-five years been a more than ordinarily active member of St. Paul's Universalist Church of Chicago, of which for nearly a quarter of a century the late Rev. Dr. Ryder was the pastor. The bond of friendship between Mr. Swan and Dr. Ryder was strengthened by these years of mutual labor in a common cause, and the confidence of the pastor in his lay member was evidenced by the fact of the latter being named as executor of Dr. Ryder's estate, which in extent would have been considered equal to the ambitions of the ordinary business man. In the evening of life Mr. Swan finds himself in comfortable circumstances, the wife of his youth still spared to comfort his declining years, and to share in the comforts and blessings resulting from mutual affection and mutual labor. One daughter, the only child, is the wife of L. C. Lawton, Esq., of the firm of Lawton & Hall, while three grandchildren, James, Lucille and Margueritte, add to the joys and comforts of a life which may hopefully be prolonged for the benefit of mankind for many years to come, while a circle of business friends, and those of a social and church connection, in a multitude which no man can number, attest the sincerity of the confidence and affection which wishes for his declining years all the joy and peace, which is the culmination of a life of probity, industry and usefulness to his fellow-man.

Mr. Swan was associated with the Lumberman's Exchange from its inception, being frequently elected a director, and serving as president in 1885 and as treasurer in 1887-88, and at all times recognized as one of its most sterling friends and supporters.

Martin Ryerson. Few among the many lumbermen of Chicago or the Northwest can boast a more remarkable history than the late Martin Ryerson, and few have had a more intimate connection with the lumber interest.

Mr. Ryerson was born in Bergen County, N. J., January 6, 1818, and was the son of Tunis and Jane Ryerson, who were descendants of a family which emigrated to this country from Amsterdam, Holland, in the Seventeenth century. His father was a farmer, and Martin's youth was divided between the country schools of the neighborhood and work upon his father's farm. In 1834, being but sixteen years of age, Martin left the home farm and made his way to the then but little known western country, reaching Detroit, Mich., by way of the Erie canal and sailing vessel from Buffalo to Detroit, in which latter town he became acquainted with Richard Godfrey, an Indian trader, and, entering his service, accompanied him over what was little better than a trail through the forest, to the small village of Grand Rapids. Remaining with Godfrey but a year, he, in 1835, entered the employ of Louis Campau, another trader, whose name subsequently became one of the most noted in the history of Michigan, with whom he remained until 1836, when he began a three-year service with Joseph Trotter, who was also an Indian trader. These years of travel and trade among the aboriginies was the key to the deep regard in which he held the Indian race, culminating before his death in the erection at Lincoln Park of a beautiful group of bronze statuary to the memory of the Ottawa Nation, now almost, if not quite, extinct. His travels among the Indians took him into the dense and virgin forests of pine for which Michigan soon after became noted, the coming value of which his discerning mind was not slow to apprehend. In 1839 he entered the employ of Theodore Newell, a merchant of Muskegon, who was also the proprietor of a saw mill of the type prevailing in those days, and after remaining in his employ for two years, purchased Mr. Newell's mercantile interest and entered into contract to run the saw mill, an arrangement which proved mutually satisfactory and profitable for several years, until 1845, when Mr. Ryerson, associating with him Samuel Green, established the firm of Green & Ryerson and purchased the mill, the firm later becoming Ryerson & Knickerbocker, which continued but a short time, when Knickerbocker sold his interest to Robert W. Morris, and the firm became Ryerson & Morris. In 1851 the firm associated with them Mr. John M. Williams, of Chicago, and commenced a yard business in this city under the firm name of Williams, Ryerson & Co., at the corner of Canal and Fulton Streets. In 1854 Mr. Williams withdrew, selling his interest to Watts T. Miller, and the firm now became Ryerson, Miller & Co., continuing until 1859, when Mr. Miller withdrew, and the firm again, as in 1845, became

Ryerson & Morris. About this time a second yard was established at Beach Street, between De Koven and Bunker Streets, which soon developed an extensive business under the management of Read A. Williams. The saw-mill business at Muskegon had by this time developed large proportions, and the firm had acquired a large amount of valuable pine timber upon the Muskegon River and its tributaries, and on the retirement of Mr. Morris in 1865 Mr. Ryerson reorganized the business by the admission of Henry H. Getty, Ezra Stevens and Charles T. Hills as partners, forming the firm of Ryerson, Hills & Co., at Muskegon. In 1867 Messrs. Getty, Stevens and Hills became interested in the Chicago house, the designation of which was changed to Martin Ryerson & Co. Mr. Stevens died in 1869, but the firm designations have remained unchanged. In 1880 Martin A., son of Mr. Ryerson, was admitted to partnership and the business begun in so humble a manner in 1845 had become one of the most extensive in its branch in the Northwest. The original mill with its single gate, cutting from 2,000 to 3,000 feet per day, ample for the limited demands of the age, was from time to time improved by the addition of wings and machinery, through the successive stages of the evolution of the saw mill, the sash gate being displaced by the mulay, and it by the rotary and gang, until with these improvements and the addition of another mill, the business had attained proportions and capacity equal to the manufacture of 300,000 feet per day, or 55,968,602 feet per season, the aggregate product of forty years reaching an amount exceeding 1,200,000,000 feet of lumber, besides shingles, lath and pickets, aggregating 300,000,000. The farmer's son became a merchant prince, as the result of untiring industry, indomitable energy and a strict regard for the rights of others. The affection in which he was held by the Indians, with whom he so early became associated, marked the integrity of his dealings with a class never slow to manifest its enmity toward such as would treat them unjustly, and the same high principle marked his dealings with the superior race.

Mr. Ryerson was a man whose word was never questioned; those who had dealings with him placed implicit confidence in any assurance he saw fit to make, and in this lay the secret of his success in life. While engrossed in his business, constantly increasing with the wonderful development of the West, Mr. Ryerson found time to store his mind with useful information, and possessed intuitive perceptions, to an extent seldom encountered in the walks of life. His judgment of men and things and his natural perception of matters coming within the range of his observation were combined with a native polish marvelous in one whose youth and early manhood had been spent in a new country and amid rough surroundings. Being fond of travel and abundantly able to gratify his desires in this respect, Mr. Ryerson became thoroughly conversant with his own country and the continent of Europe, and his discerning mind was not slow to comprehend the existing social and political conditions of the world at large. Imbued with philanthropic principles, his charities were widespread and wisely directed, and he was known as a liberal giver to all worthy objects which came



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within his range of observation, and in these no question of race or creed was permitted to warp his judgment. His liberality was not permitted to cease with his life, for with foresight in his love of humanity, he made provision for the distribution of a goodly proportion of his ample wealth among charitable institutions of Chicago to the extent of nearly a quarter million of dollars, to be held in trust under the designation of the "Martin Ryerson Charity Trust," and in this, four Roman Catholic and four Protestant asylums, homes and hospitals became beneficiaries, including the Old Peoples' home, the Chicago Relief and Aid Society, the Chicago Nursery and Half Orphan Asylum, the Chicago Hospital for Women and Children, The Alexian Brothers' Hospital, St. Elizabeth's Hospital, St. Vincent's Infant Asylum and Mercy Hospital. While not a church member, Mr. Ryerson had a creed deeply imbued in his nature, the foundation of which was love for his fellow-man and sympathy with his sorrows and sufferings. In all this he recognized the common Creator as a being whose source was love and compassion for his creature, man, and who required of the more highly favored a recognition and alleviation of the sufferings of the less fortunate. With few early advantages in life, destined to hew out his own fortune, few men have made better use of the opportunities within their grasp, or been more keen to seize and apply to their own advancement, social or moral, and few, indeed, of the early pioneers of the Western land have made better use of the success which has crowned their lifelong labors. In 1851 Mr. Ryerson was united in marriage with Miss Louisa M. Duvernay, who survived but a few years, and in 1855 he was married to Miss Mary A. Campau, daughter of Antoine Campau, of Grand Rapids, Mich. In the fall of 1887, after spending a few months on the sea-shore, he was taken sick at Boston, Mass., and died there, September 6, of that year, leaving his widow with his daughter, Mrs. Mary Butts (since deceased), and son, Martin A. Ryerson, to mourn, with a large circle of friends, the death of one of nature's noblemen.

Thomas M. Avery. Another citizen who can easily be called a good man and, in all earnestness, a great man, is Thomas M. Avery. Since March, 1851, he has belonged to Chicago. He soon saw it rise above its village environments, witnessed its destruction in 1871, was the first among the rebuilders, and is to-day the embodiment of Chicago herself. Born at Perryville, Madison County, N. Y., October 12, 1821, he can look back over a record of over seventy years with pride, and, better still, go farther back, to progenitors who were faithful when the struggling colonies rose to cast out the oppressor. His parents, Oren S. and Abigail (Morris) Avery, were born in Madison county, their parents having moved westward when the evils and restraints of Colonial Government were removed. In 1776-77 the name of Elijah Avery appears on the muster-roll of Capt. Waits' company of Col. Cilley's New Hampshire Revolutionary Regiment, and were the writer to search the records closer, other companies from the North Atlantic colonies would show the name. In fact, the names of Avery and Morris have been identified with letters, jurisprudence, politics, medicine, art and

science in the Eastern States from the earliest times, and the name is not wanting in the West in these branches of life.

Oren S. Avery died in his native county during the cholera epidemic of 1834. Some years later the widow remarried and, like the brave pioneer women of that day, removed to Whitewater, Wis., with her husband and family, and there ended her days, enjoying an old age which proved the happy reward of her life in the Western wilderness.

Thomas M. Avery, had, before he was fifteen years of age, attended the Polytechnic Institute of Chittenango and the academies of Cazenovia and Homer, New York State. At the age stated, he entered the general store of Harvey Morris at New Woodstock, Madison County, N. Y., as clerk, where he remained until the close of 1840. During that year his employer died, and the duty of settling the estate devolved upon him. This duty accomplished, he opened a general store himself, which he carried on until 1851. The stories of the Argonauts of 1849, and of the men who followed their trail, had taken possession of even the pioneers of western New York, and the young merchant of New Woodstock became an emigrant. In March, 1851, he became a Chicagoan. The lake village was far enough westward for the most reliant at that time, and this fact, coupled with his intuitive knowledge of the future, bade him remain. However uninviting the locality, he saw at once the advantages it offered to the business man, and seeing, cast his lot with the villagers. His partnership with Read A. Williams in the lumber business was his first venture, handling entirely Saginaw lumber to the extent of 3,000,000 feet, and being the pioneer in that trade. For five years their yards on Canal and Fulton Streets were scenes of activity, which pictured, as a mirage pictures, the future of the Chicago lumber trade. In 1856 Mr. Avery became sole owner of the yards and carried on an immense lumber trade there until 1877. The new lumber district at Twenty-second and Laflin Streets was opened in 1868, and thither the yards were transferred in 1877. When the Lumbermen's Board of Trade of Chicago was organized, in 1855, he was among its incorporators, working with his fellow members until the results of the panic of 1857 and the introduction of some disturbing elements began to tell on the association. In 1869, when the Lumberman's Exchange was organized, he was elected president, and in his address pointed out the time when Chicago would be the greatest lumber center in the world.

His son, Charles O. Avery, was given an interest in the new yards in 1875, but he was practically the manager of the lumber trade of T. M. Avery & Son for some time prior to 1875, when the founder of the firm retired, so that his other large interests would be given a greater share of attention. On February 1, 1881, they sold their yards to Bryant, Marsh & Wood. A few years before retiring from the lumber business we find his name closely linked with that extraordinary event, the rebuilding of Chicago. He and T. W. Harvey were placed at the head of the committee on shelter.

Within seven days of the hours when the last blaze of the great fire died away in the north, this committee entered on duty, and in less than four months from October 18, 1871, completed no less than 5,226 houses, using in construction, 35,000,000 feet of lumber at a cost of about \$600,000. During the succeeding four years the work of rebuilding the city was carried on vigorously, and it is safe to say that the Avery yards proved one of the great lumber-supply depots, where every demand for lumber was promptly met. Indeed they might be termed the nucleus or hub of the lumber world of Chicago, from which a trade of \$39,000,000 in value in 1891 sprung.

As if to add the seal of certainty to the proverbial genius of adaptability in Chicago life, Mr. Avery became connected with the Elgin National Watch Company, immediately after the war. On February 15, 1865, the National Watch Company completed the organization begun August 27, 1864. A special charter was obtained April 25, 1865, but not until April 1, 1867, was the pioneer Elgin watch produced. In October of that year Thomas M. Avery was elected president, the condition of his acceptance being, that he should fill the position temporarily, giving to it only the time he could steal from his extensive lumber business. From the moment his administration began to be felt, Elgin and her great industry grew young again, to flourish like youth. He who accepted the presidency with the intention of holding the office until some one acquainted with watch manufacturing could be chosen, became a *sine qua non*, and at each annual meeting his election was hailed with increasing pleasure. At length, in 1875, he ceased to give attention to the lumber trade, devoted himself with greater assiduity to watch-manufacturing affairs, and built up on the banks of Fox River an industry, national in reputation, employing 2,600 hands within its walls, paying to these \$1,320,000 annually, or about \$508 to each, and producing 1,900 watches daily. From April 1, 1867, to March 1, 1891, there were 4,690,125 watches manufactured, and up to March 1, 1892, about 5,290,125. The value of the product of these works, in 1892, was over \$4,000,000. Nothing, of course, succeeds like success. While a second watch factory, established south of the old city limits, in 1872, did not succeed, this of Elgin did. The reason why, is told in the wise and broad ideas of business instilled into it by its president since 1867. The success of the Elgin National Watch Company must be, unquestionably, credited to him. Already conversant with the methods of a great industry, when called upon to preside over this new manufactory he brought with him not only experience, but also a high financial standing, a name synonymous with business integrity and an enviable social position. How far all these went to crown the works of Elgin with success is best told in the successful history of that industry.

Mr. Avery was married April 14, 1847, to Miss Margaret E. Morris, of Madison County, N. Y. This lady died November 20, 1870, leaving two sons, Charles O. and Frank M. Avery. Charles, a native of Chicago, was, as already stated, associated with his father in the lumber business up to 1875. He was killed October 5, 1883,

while prospecting and mining in the mountains of Colorado. Frank M. is to-day superintendent of the Chicago Brass Company, of which his father is president. He is undoubtedly one of the leading young business men of this city and one destined by family and business associations, as well as by industry and intelligence, to take an important part in the greater Chicago of the next century.

Mr. Avery, Sr., has been for many years prominent in the affairs of the First Congregational Church, is a member of the Calumet and Union League Clubs, and a Republican since 1856.

Henry Beidler. Henry Beidler was born in the town of Bedminster, Bucks County, Penn., November 27, 1812. His grandfather and his father were both named Jacob Beidler, and both were born in Bucks County. The former, who was a farmer, died in 1781. His grave, in Perkasio burying ground, in Hilltown, Bucks County, Penn., is marked by an appropriate and tasteful granite monument, placed there by his grandson (Henry) during a recent visit to the scenes of his childhood. Henry Beidler's father was both a farmer and a carpenter. He was a man strong mentally and physically, who lived a worthy and well-rounded life, which terminated only after eighty-nine years. He married Susanna Krout, also a native of Bucks County, who died at the age of eighty (1893). Enough has been said of Mr. Beidler's ancestry to establish two facts, both favorable to him—he was of the purest Pennsylvania Dutch stock, and came of a family rather remarkable for longevity.

Mr. Beidler's boyhood and early manhood were passed on his father's farm, and he was given a good common-school education. Thus equipped, and as a farmer, he earned that first \$1,000 which he liked to refer to as the foundation of his success in the commercial world. The West then and later offered an inviting field for the enterprise of ambitious young men. At that time Illinois was "away out West," and much of the West of to-day was not designated on any map. In 1843 Mr. Beidler located at Springfield and engaged in the grocery trade. There he remained until 1848. Meantime his brother, the third Jacob Beidler in direct descent, had come to Chicago and gone into the lumber business and met with good success. After five fairly prosperous years at Springfield Mr. Beidler joined him and became his partner. In 1855 he went to Muskegon, Mich., and took the management of their manufacturing department there, his brother remaining in charge of the trade in Chicago. Under skillful management, the business increased so rapidly and brought in such financial rewards that in 1876 Mr. Beidler was enabled to retire permanently from active business, though for some years later he retained an interest in the enterprise, the partnership between Jacob and Henry Beidler terminating finally by mutual consent. Returning to Chicago in 1876, he was afterward regarded as one of its prominent citizens, interested in all that pertains to the city's welfare.

After his retirement Mr. Beidler traveled extensively throughout America and made a visit to the Bahama Islands. In his journeyings he collected a great variety of



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curiosities, consisting of rare shells, precious stones, etc., which he preserved in a handsome cabinet and which are well worth inspection and study.

Mr. Beidler's honesty was apparent in every transaction of his life, and the competency he enjoyed in his declining years had not on one dollar of it a taint or suspicion of trickiness or unfairness. His religious views were broad and he was tolerant of the opinions of others. With his family he was identified with the People's Church, under the pastoral care of Rev. Dr. H. W. Thomas. In political sentiment he was a Republican, and though he never aspired to or consented to accept any office, nor took any active part in public affairs, his interest in our institutions, national, state and municipal, was deep and abiding, and there was not in Chicago a stauncher advocate than he of the purification of politics.

Mr. Beidler was married April 23, 1860, to Miss Sarah Sammons, a daughter of Thomas Sammons, of Syracuse, N. Y., who died October 2, 1886. A woman of the noblest mind and most generous impulses, she was a fond and devoted wife and mother, and by her pure life and her constant charities, she endeared herself to a large circle of friends. She bore Mr. Beidler one son, Herbert A. Beidler, president of the Standard Elevator Company, of Chicago.

William Butterworth Phillips. For many years one of the leading operators in the lumber interests of Chicago was William Butterworth Phillips, who was born at Monson, Mass., August 20, 1830. He was the son of Elbridge and Elizabeth (Butterworth) Phillips, both parents being natives of Massachusetts, of old colonial and Revolutionary stock. The father of William B. was a carriage builder by trade, the grandfather, John Phillips, was a participant in the battle of Bunker Hill, while farther back we find the Phillips family dating to the early colonial times of 1630, when the ancestor of the American branch, Rev. George Phillips, was a fellow passenger with Gov. John Winthrop and Sir Richard Saltonstall on the good ship "Arabella." He was the earliest advocate of the Congregational order and discipline, and his name appears in the list of those who were admitted freemen May 18, 1631, which is the earliest date of any such admission. His descendants, Gov. Samuel, and John Phillips, LL.D., were the founders of the academy bearing their name at Andover in 1778 and at Exeter in 1781.

The father and mother of William B. were both killed in a railroad accident in 1848, leaving three children, of whom the subject of this sketch was the youngest and is now the sole survivor. Mr. Phillips received the advantages of the celebrated Monson Academy in obtaining his education. His first business engagement was in a grocery and feed store at Palmer, Mass., in which line he continued for two years. In 1850 he came west and settled in Chicago, which has since been his business home, removing his family to Evanston in 1872, where he has a fine residence on the banks of Lake Michigan. On his first reaching Chicago Mr. Phillips engaged with Mr. Daniel Goss in the manufacture of sash, doors and blinds, under the firm name of

Goss & Phillips, with a factory on the corner of Clark and Twelfth Streets, from which point he, in 1852, witnessed the arrival of the first train of cars from the East, over the Michigan Southern Railroad. The firm of Goss & Phillips continued to occupy the same location until 1866, when Mr. W. A. Fuller, their book-keeper, and Mr. A. R. Palmer being admitted as partners, the firm name became Goss, Phillips & Co., continuing, however, but one year, when it was changed to Palmer, Fuller & Co.

In 1868 Messrs. Goss & Phillips retired, and in 1871 the Goss & Phillips Manufacturing Company was organized and went back to the old location, and also built a large factory on the corner of Fisk and Twenty-second Streets, which was occupied until the final dissolution of the company in 1887. Mr. Goss died in 1879, and Mr. Phillips having been president of the company from its organization, had also the management of its affairs until its retirement from active business, and in closing up its accounts. Mr. Phillips' attention has not been wholly confined to the Chicago business, having been associated with the firm of C. D. Nelson & Co., Muskegon, Mich., in the manufacture of lumber, and being one of the organizers of the Pentwater Lumber Company, of Pentwater, Mich., of which company he was president during its successful career. He was also connected with the Lumbermen's Insurance Company, and for many years a member of the Lumberman's Exchange of Chicago. In politics a Republican, it is his boast that he is descended from a thoroughly American family, and that his grandfather, John Phillips, voted at every presidential election from Washington to the second election of Abraham Lincoln, during which campaign he made a speech which called forth an autograph letter from the Martyr President, which is in the possession of, and highly prized by his loyal grandson. In his domestic life Mr. Phillips has been abundantly blessed, having in 1856 married Miss Marion Goss, daughter of Daniel Goss, who came to Chicago from Massachusetts in 1848, and was one of the early and most enterprising of its merchants. Three children have blessed Mr. Phillips' union: Miss Jessie, Dr. William A. and Charles A. Mr. Phillips is a member of the First Methodist Church of Evanston, and the high esteem in which he has ever been held by his business associates, and all with whom he has had business dealings, is an eloquent testimony to the fact that his life was molded upon patterns of sincerity and uprightness. Of no Chicago business man could it be more truly said, "His word is as good as his bond."

James Henry Pearson. Many of the eminent and successful of Chicago's business men sprang from New England stock and were reared amid the intelligence of the Eastern States, with an education which eminently fitted them to assume positions of influence and to command success in the localities which should afterward be chosen as the field of their life's endeavor. Such a man was James H. Pearson, who for years past has stood high in the business world of Chicago, the peer of the most respected, an influence for good in upholding a standard of integrity and intelligence, worthy of the imitation of all contemporaries and associates.

Mr. Pearson was born December 10, 1820, at Haverhill, N. H., and enjoyed the advantages of the district schools, supplemented by that of Haverhill Academy, and then entered the employ of a dry-goods house at Boston, where he remained for two years, where he learned the lesson so often attained by young men on entering a clerkship, that he had left school too soon, but, unlike many, he obtained permission from his parents to spend one more year in study at the Haverhill Academy, after which he entered the arena of business, which his subsequent career has shown that he was fitted for. After the death of his father, James, in connection with his brothers, rented the farm and saw mill connected with it formerly owned by his father, and succeeded in keeping the family together. In 1850 he was married to Miss Sarah Elizabeth Wetherell, of Haverhill, N. H., and soon after engaged in business at South Hadley, Mass., but shortly after sold out and came West, reaching Chicago in July, 1851. He found here a wild, rough Western town, full of an adventurous class of home-seekers, fortune-hunters and splendid possibilities. His experience in business and in the saw mill had fitted him at once to enter a lumber office, and, bringing with him, as he did, a letter of recommendation signed by a number of leading citizens in his native town, headed by Gov. John Page, of New Hampshire, certifying to his trustworthiness and business qualification, both as a man and a lumberman, he at once found favor with the firm of Chapin & Butts, who supplied him with a sufficient stock of lumber, with which, in 1851, he started a lumber yard at Henry, in Marshall County, of this State, which he conducted until the spring of 1853, when he returned to Chicago. As was the custom of that day he handled a considerable quantity of corn in connection with his lumber business at Henry, shelling it and shipping it to Chicago by canal boats. He then formed a partnership in the lumber business with Josiah L. James under the firm name of James & Pearson, with yards on Clark Street, near the old Flint & Wheeler elevator.

In 1854 Hugh Mayher, the owner of the property, purchased the interest of Col. James in the lumber business, and the firm then became Mayher & Pearson, continuing but for one year, when Mr. Pearson sold his interest for a handsome sum, and in 1855 organized the firm of J. H. Pearson & Co., Mr. William T. Powers, of Grand Rapids, Mich., being his associate, and opened a yard at Madison and Market Streets. Two years later the yard was moved to the west side of the river, and the firm of Pearson & Messer was organized, but Mr. Messer dying soon afterward, Webster Batchelder purchased his interest, and the firm became Pearson & Batchelder, with yard again located on Market and Madison Streets. This firm did a large and successful business until the spring of 1862, when Mr. Batchelder sold his interest to Avery, Murphy & Co., of Port Huron, Mich., when the firm became Pearson, Avery & Co. They then removed their yards to the Stowell slip on Clark, near Twelfth Street, where, with 1,000 feet of frontage, they had one of the largest yards in the city, and an enormous and profitable trade resulted. In 1865 Mr. Pearson purchased a half interest in

a saw mill at Saginaw City, Mich., and a partnership known as A. W. Wright & Co., at Saginaw, was continued as J. H. Pearson & Co., at Chicago. This firm flourished from 1865 to 1876, owning vast tracts of pine lands and manufacturing large quantities of lumber, which found sale at the Chicago yard. In the spring of 1871 the Chicago yards were sold to Elisha Eldred & Co., who had the misfortune to be in the path of the great conflagration of that fall and were burned out. From this time until 1880 Mr. Pearson's time was devoted to the mill interests at Saginaw with continued success. In 1880 he again located a yard in Chicago, at the corner of Canal and Lumber Streets, and the firm of J. H. Pearson & Co. entered upon a new and continued era of prosperity. In 1883 a large planing-mill plant was added to their business. In 1880 Granger Farwell became a member of the Chicago firm, and while still retaining the designation of J. H. Pearson & Co., the yards were removed to what has since become a prominent lumber district on Thirty-ninth Street, known as the "Stock Yards district," where the business is still carried on under the incorporated name of "The Pearson Lumber Company," notwithstanding Mr. Pearson having disposed of his interest to Granger Farwell. Mr. Pearson now occupies his time in the care of his well-earned competence. The Michigan mills were kept in operation under the management of Mr. Pearson's son Eugene, and under the improved conditions of business and excellent management produced a large revenue.

Throughout Mr. Pearson's entire business career his conservative New England training, combined with his quickly acquired Western dash and enterprise, rendered success inevitable. In 1882 the Perry Pearson Company, which in 1885 became the North Shore Lumber Company, was organized and operated in timber lands and lumbering. In 1886 this company was sold to Hall & Buell, of New York City. In his family relations Mr. Pearson has been peculiarly blessed, finding in the partner of his youth a confidential friend and safe adviser through all the years of their married life. In her death, which occurred in December, 1891, Mr. Pearson and his children met with an irreparable loss. Of the three sons and one daughter, the fruit of this happy union, the eldest son, Arthur, has turned his attention to art painting; the second, Eugene Henry, was for many years a partner with his father in the Saginaw business under the designation of J. H. Pearson & Son, the youngest son, Robert N., is connected with the Central Trust Company, Denver, Colo.; the daughter is the wife of H. McDonald Scott, a professor in the Chicago Theological Seminary.

With an elastic disposition, he has withstood the depressing effect of business reverses or impending financial loss. Becoming connected with the First Congregational Church in 1858, the influence of a healthy religious association, in the strengthening of the faith which looks beyond this life to the glad reunion with the loved who have gone before, in the land where all burdens are laid down, have had a powerful influence in the present molding of a life of usefulness to his fellow-man. Mr. Pearson is one of the clear-cut, prominent characters in the era of great development of



J. H. Pearson

this marvelous city, standing where all can observe the splendid moral of a useful and well-spent life.

George C. Morton was for many years one of the more prominent among the lumbermen of Chicago. He was born at Attica, Genesee County, N. Y., October 25, 1819, his parents being Eleazor Morton and Joanna (Cotton) Morton, of old New England stock. George C. was the fourth son of a family of five sons and five daughters. His parents, who as early as the year 1800 were school teachers, moved to Attica and engaged in farm life, subsequently removing to Tonawanda Creek, Erie County, and later to Brockport, where, as dealers in wool and in dressing of cloth, they also became largely interested in the canal-boat and warehousing business of the Erie Canal.

After several subsequent years spent in Ohio, they removed to St. Joseph, Mich., in 1834, and purchasing a farm at what is now the city of Benton Harbor, built the first log dwelling, the pioneer of that now beautiful city. Clearing up a farm, they planted it liberally in fruit trees, and were the first to send fruit to the young city of Chicago. George remained with his parents until the age of fourteen, when he earned his first money, one dollar, by assisting a passing drover to drive a herd of stampeded cattle across the river and on to Schoolcraft. Here he entered the employ of the mercantile firm of James Smith & Co., and acquired so good a reputation that on the death of Mr. Smith he was employed to settle the estate. After hard work in behalf of the election of President William Henry Harrison in 1840, he entered the employ of Daniel Ball, then the most extensive business house on Grand River, whose dealings including lumber, Mr. Morton was frequently sent to Chicago to dispose of it, and finally selected this city as his residence. In 1851-52 he was in partnership with Frank and Thomas D. Gilbert (of Grand Rapids, Mich.) under the firm name of George C. Morton & Co., his partners supplying the stock from Grand River, then the most extensive source of the Chicago supply. Their yard was south of what is now Van Buren Street, and extended from the river to Canal Street, and their trade was not only local, but included canal shipments to the interior, over the newly opened Illinois & Michigan Canal.

In 1853-54 the directory names the firm of Morton & Gilbert (Ashley G.) as located on Charles Street, between Harrison and Van Buren; that of 1855-56 names Hilliard, Howard & Morton. As we fail to find his name in the directories of subsequent years, it is but reasonable to conclude that it was not many years later that, his health failing, he was compelled to relinquish a business in which he had been eminently successful, and in the conduct of which he had acquired considerable real estate, to the care of which, and in the management and settlement of trust estates (and it is worthy of mention that no bonds were required of him as such executor), he devoted the remainder of his life until his death, July 6, 1887. His frequent selection as an arbiter of disputes, and in the settlement of estates, is at once an index of the character of the man, and the confidence and esteem of those who knew him. An excellent business man with a clear head, he was unswerving in his honesty of

purpose and action, and often at personal expense and inconvenience undertook the cause of the oppressed, neither expecting nor accepting compensation for his services. No man in the business world of Chicago ever enjoyed or deserved more highly the appellation of "noble man." A Universalist in his religious proclivities, he lived up to what he believed to be the duty of man as a child of God, and, imbued with a desire to walk uprightly in the sight of God and man, few men have come nearer the mark, as viewed from an earthly standpoint. Mr. Morton was married in 1851 to Miss Charity J. Rathbun, of Grand Rapids, who still survives him, residing in the "Morton Flats," an elegant stone-front building on the corner of Eighteenth Street and Michigan avenue.

Hiram Pearsons Murphy. To all the lumbermen of Chicago, almost from the inception of the trade in this city, at least since 1852, the name of "Hi" Murphy has been so familiar as to be almost entitled to the appellation of a "household word." And justly so, for Mr. Murphy was Chicago-born, and boasts the proud distinction of being the oldest living native voter in the city. He was the son of John Murphy, one of Chicago's earliest citizens, who was born in Ireland and came to the United States when he was but fourteen years of age, settling at Hartford, Conn., where he remained for several years, growing up with that noted city. In 1834 he married Miss Harriet Austin, of Suffield Conn., and in June of that year came with his bride to Chicago, then a small village on the outskirts of civilization. Here he was for many years noted as the proprietor of a new hotel built by Mark Beaubien on the northwest corner of Lake and Wells Streets, known as the "Illinois Exchange," and later of the celebrated Saugaunash Hotel, for many years the leading "tavern" of the new west, and a few years later he built the United States Hotel, on the northwest corner of West Water and Randolph Streets, on property which had been acquired by him soon after his arrival. Hiram P. was born at the "Illinois Exchange," April 15, 1835. John, the father, died in 1850, his widow surviving him until 1886, when after more than half a century of residence, in which she had witnessed the transformation of the village of a few thousand inhabitants into a city of nearly a million souls, she, too, passed away to the better land, mourned by the vast multitude who had known her but to love.

Hiram P. was named after Hiram Pearsons, who was a prominent real-estate dealer of Chicago in its earlier days. When old enough to attend, he was a pupil at a small public school at the west end of the present Lake Street bridge, and was ferried across the river in a small boat, no bridges having yet been built. Shortly after, the city erected a one-story frame schoolhouse on the northeast corner of Monroe and Clinton Streets, where Hiram was for a time a pupil of Joseph K. C. Forrest (whose "Old Timer" contributions to the Chicago *Daily News* have proved the source of great public interest and value for some years past). Still later the city erected a two-story brick schoolhouse on Madison Street, and called it the Scammon school, where, under Principal A. D. Sturdevant (still living), Hiram continued his education,

supplementing it by a course at St. Mary's of the Lake, Chicago, and still later by a course at Notre Dame du Lac, South Bend, Ind., completing at the Connecticut Literary Institution at Suffield, Conn. It was in the Chicago public schools, however, that Mr. Murphy claims to have gained his most useful knowledge as a student.

In 1852 the late John Spry, then in the employ of H. N. Turner, who had a lumber yard at the east end of the Madison Street bridge, decided to go into the wood business, and offered his place with Mr. Turner to young Murphy, who obtained from Mr. Spry his first knowledge of the lumber business, leaving his situation in the fall, to complete his education in Connecticut, where he remained until late in 1853, when, returning, he entered the employ of Mansfield & Steel, whose yard was at the west end of the Lake Street bridge. This firm did a large rail shipping trade, delivering the lumber to the railroad by teams. The Chicago & Galena (now North-Western) and the Chicago, Burlington & Quincy roads had receiving yards on Kinzie, between Clinton and Desplaines Streets, no switches having up to this time been placed in the separate lumber yards, and the loading was done by the railroad employes at the cost of the shipper. Freights were based upon measurement, and not as at the present on weights. In 1856 Mr. Murphy entered the employ of Sylvester Lind, and in 1858 was with John McCaffery, who had bought a mill owned by Mr. Lind at Cedar River, Mich., with a yard near the present Polk Street bridge. He continued with Mr. McCaffery until in 1863, when he entered the employ of Kirby, Carpenter & Co. (later known as "The" Kirby-Carpenter Company), remaining with them until 1866, when he began a five-year service with J. H. Pearson & Co., remaining with them until 1871, when they closed out their business (resuming some years later). Just previous to the burning of the city, in 1871, Mr. Murphy started a small yard on Lumber Street, south of Twenty-second Street, which he continued until 1873, when he took W. H. Jenkins into partnership, and the firm became Murphy & Jenkins, with yard at the southeast corner of Laflin and Twenty-second Streets. For a year or two Mr. Murphy took charge of the rebuilding of some dwellings in which he was interested and which the fire had destroyed, but on May 1, 1875, entered the employ of the Hamilton-Merryman Company, with whom he has been associated for the past nineteen years.

If, as remarked in the opening chapter of the history of the lumber trade of Chicago, the history of the trade is that of the Northwest, it may truly be said that the history of Hiram P. Murphy is the history of Chicago. Born in the village of but 3,265 inhabitants, whose lumber needs were amply satisfied with 1,250,000 feet of lumber, entering the lumber trade when the population of the city was but 38,000, and the city handled but 147,000,000 feet of lumber for its own use and for the supply of the country tributary to it (practically the whole Northwest and West), he, still a comparatively young man, is now a participant in a trade comprising more than 2,000,000,000 feet annually, in a city which approaches 2,000,000 of people in population. If this does not constitute one of the marvels of the century, where shall we

look for that which surpasses it? He has seen the dockman and teamster rise to the dignity of a "lumber king," and the wealthy lumberman reduced to a search for a fifteen-dollar-a-week job. He has seen changes in the methods of doing business, and witnessed the practical exhaustion of what was supposed to be the "inexhaustible" forests of pine. He has seen the despised hardwoods rescued from the settler's log heap to become the prized ornament of the millionaire's mansion. He has seen the broad prairie dotted with Indian tepees, and the lake cities crowded with the product of the same broad prairie, from which the tepee has vanished and its occupants exterminated from the face of the earth. He has seen the humble "tavern" of his parents give place to the princely hotel of twenty stories in height; he has seen the humble cottages of wood displaced by rich mansions of stone, brick and iron. Truly the marvels of his life surpass the most wonderful story of Aladdin and his magical lamp.

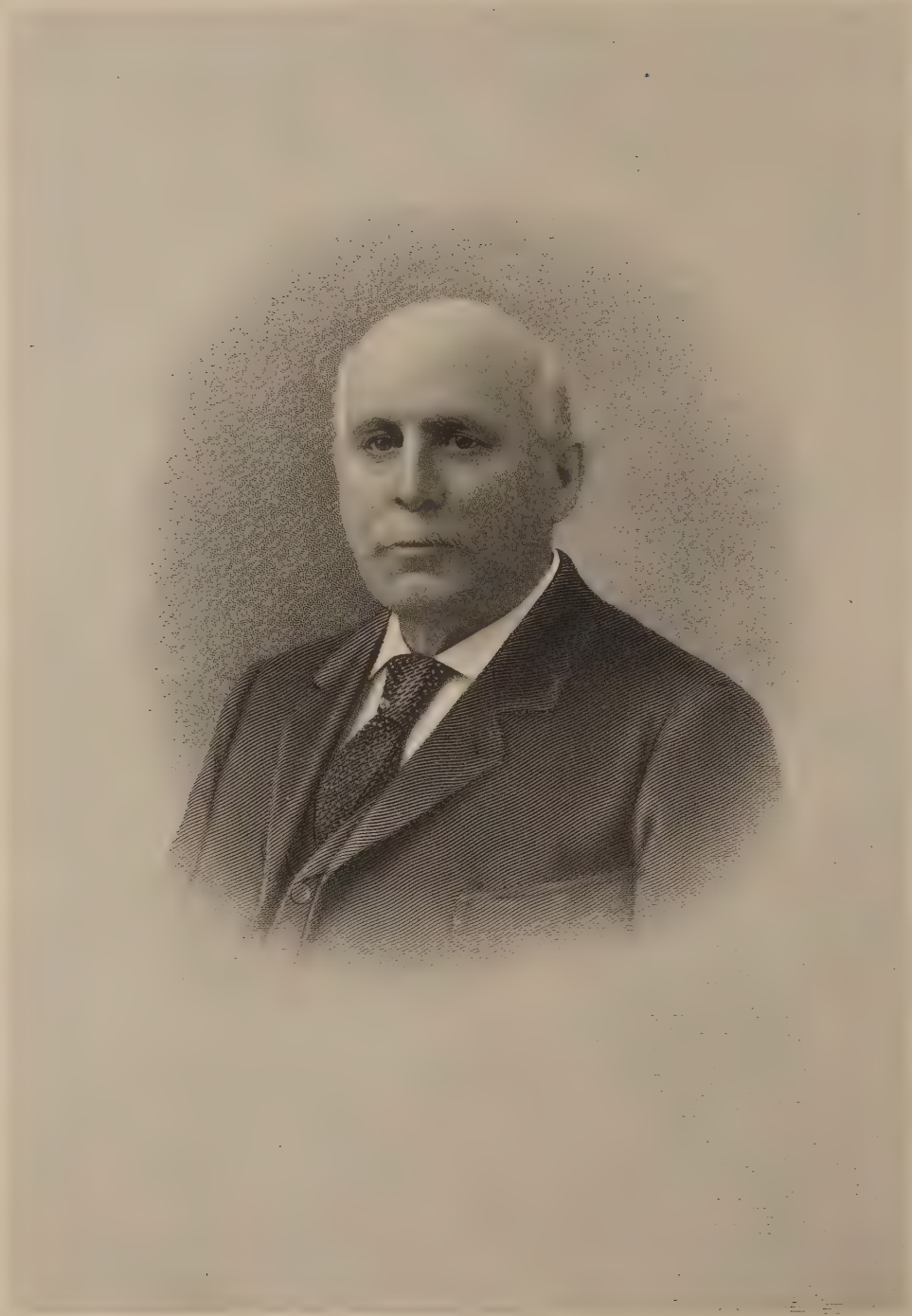
Mr. Murphy was married in 1857 to Miss Nellie Wilde, of Chicago, and two sons and four daughters have blessed the union. He is a pew-holder in the Church of the Epiphany, and member of the Illinois and Menoken Clubs, and is held in the highest esteem, both in social and business circles.

Anthony Gerard Van Schaick. To the conscientious historian no task is more difficult than that of doing justice without exaggeration or fulsomeness, to the memory of one who has held the position of an honored friend, not to the historian alone, but to an entire community. When a man's virtues have been of that exalted nature which silences the voice of criticism, and commends him as not only an upright business man, but as an intelligent, far-seeing and useful citizen, it is meet and proper that in a history of the particular branch of commercial activity to which the best efforts of his life had been devoted, such a man's character should be enlarged upon, that his salutary example may stand for the guidance and emulation of later generations.

Such a man as is described above was Anthony G. Van Schaick, for many years the practical head of the Ludington, Wells & Van Schaick Company. A descendant of one of the old patrician families of the Mohawk Dutch, whose early settlement of the Hudson River and the Mohawk Valley united the colonies of America with the ancient manorial customs of Holland, and established customs which with the lapse of time, even under Republican institutions, have not become wholly obsolete, their descendants are still noted for courtly bearing and superior intelligence.

Mr. Van Schaick was born on Van Schaick Island, near Troy, N. Y., November 13, 1829. His education at an academy in Waterford, N. Y., terminated when he was but fourteen years of age, and he at once entered as clerk in a country store, and began the business education which developed so great intelligence and activity in his later days.

In 1849 he turned his face westward and entered the mercantile employ of N. Ludington, & Co., of Milwaukee, as a clerk. The firm was also engaged in the manu-



Hiram Pearsons Murphy

facture of lumber at their mills at Menominee, Mich., and in 1853 the young man who had proved so efficient in the store was inducted into the mysteries of the rapidly increasing lumber business of the firm, and six years later, in 1859, he was placed in charge of their yard in Chicago, and soon after was admitted to a partnership, and the firm became N. Ludington & Co., the business management devolving almost wholly upon Mr. Van Schaick.

In 1867 Mr. Van Schaick sold out his interest in this company to Isaac Stephenson, and became junior partner with Harrison Ludington, Daniel E. Wells and Robert Stephenson in the house of Ludington, Wells & Van Schaick, which in 1874 was incorporated as the Ludington, Wells & Van Schaick Company. Of the original members of this well-known house only Mr. Wells still survives, but the company still exists and continues its extensive operations at the Menominee mills and Chicago yard, in the interest of the heirs of the original stockholders, the Chicago business being in the hands of O. B. Barker, an old and trusted employe of the house, still maintaining its large trade and well-earned reputation.

During the entire period, from the establishment of the firm until his decease, in October, 1891, Mr. Van Schaick was manager of the Chicago business, and for many years, of the extended operations of the company, in the purchase of timber lands and the manufacture of lumber at its mills at Menominee, filling the offices of secretary, treasurer and vice-president, his position in the company calling him also to various other responsible positions in other avenues of business in which his company was largely interested. He was vice-president of the Marinette Barge Line, a director in the Continental National Bank, vice-president of the Joliet Mound Drain Tile Company, director in the Menominee River Boom Company, the Vessel Owners' Towing Company, and president of the First Regiment Armory Association of this city. He was president of the Lumberman's Exchange in 1872, and again in 1881, holding the office of treasurer for five years from 1869 to 1874, and again from 1875 until his election to the presidency in 1881, and later for the three years 1884-85-86. During all these years it is safe to assert that he did more to unify and sustain an interest in the organization than any other member of the Exchange, frequently advancing needful means to its exhausted treasury. When he became interested in a person or organization, it was in no half-hearted manner that Mr. Van Schaick manifested that interest. It was the good fortune of the writer to assume the duties of secretary of the Exchange at the time when, in 1881, Mr. Van Schaick became its president for the second time and if there was added eclat and interest evoked among the membership at that time, the credit was due to the intelligence and masterful comprehension of the value of the organization to the trade of the city, and the hearty interest of Mr. Van Schaick in its work. No man had a deeper comprehension of the value of statistical data, and it is safe to add that none equaled him in the acquisition of useful statistics of the conditions of the lumber trade of the nation, whether in regard to the

volume of standing timber, the extent of production, or the relative conditions of the trade as regulated by supply and demand.

Mr. Van Schaick was a ready speaker and a most entertaining and instructive conversationalist. A good listener, his active mind quickly absorbed the salient points of an argument, and his ready tongue was at all times prepared to present those conclusions which his active brain most readily and intuitively formed, brushing aside sophistries of argument and reaching directly to the kernel of his subject. His administrative ability, combined with a uniformly wise judgment, led him no less to be sought as a leader and guide upon matters pertaining to the interests of the trade than as an arbiter in commercial disputes. In the great strike of 1886, known as the "Haymarket massacre," and in which the laborers in the lumber yards participated, Mr. Van Schaick was called to the chairmanship of the committee of safety created by the lumber dealers, and his management of this matter won for him so great applause that earnest endeavor was made to continue the committee indefinitely in the interests of the city at large. As to the practical results, it is but necessary to say that there has been no concerted strike in the lumber district since that day.

Not alone at home was the remarkable character and ability of Mr. Van Schaick recognized and admired, but upon the organization of the Lumber Manufacturers' Association of the Northwest, in 1882, an association comprising the manufacturers of Michigan, Wisconsin, and the Mississippi Valley, there was no dissenting vote to the motion to place Mr. Van Schaick at the head of the organization, an office which he held for three years, and until other pressing cares led him wisely to decline further service.

No man was ever less free from bigotry and intolerance; a Republican in politics, he had the highest respect for a man of opposite political views, if convinced that they were the result of sincere and intelligent conviction. Broad in his mind, he welcomed intelligent discussion upon any and all subjects, whether of politics, religion, commerce, or social conditions. A demagogue was his detestation, and upon all subjects concerning the welfare of the city he was outspoken in denunciation of wrong, and equally strenuous in commending what he believed to be right. He was a firm friend to the military organizations of the city, believing that even under our republican form of government there were dangerous classes who could be kept in restraint only by a realization of the ultimate results of a contest with the military power. Open-hearted, the appeal of worthy poverty was never passed unheeded, while the intuitively discerned fraud seldom cared to brave his denunciation for a second time. Urbane and suave in general manner, his greetings were equally hearty to wealth or poverty, and he was never so busy as to forget the amenities of life. Too often he paid the penalty of his courteous nature, in the late hours of labor necessitated by the many interruptions, as it was a business principle to remain at his desk until the day's duties were fully performed, and none of to-day's work left for to-morrow.

In 1851 Mr. Van Schaick was married to Miss Georgiana Porter, of Milwaukee, who was taken from his side in 1871, leaving three children, Charles, Frances and Georgiana; of these Frances alone survives. In August, 1872, he was united in marriage to Miss Ellen Ludington, daughter of his partner, Ex-Gov. Harrison Ludington, of Milwaukee, and the union was blessed by four children: Harrison Ludington, Ellen, Gerard and Arthur Patton, all of whom survive to mourn with their estimable mother the loss of a fond parent and exemplary husband.

The death of Mr. Van Schaick, at Denver, Colo., was at once a surprise and severe shock to the lumbermen of this city and the public generally. It was well known for several months that he was ailing, but the general supposition attributed it to overwork, which it was hoped would be antidoted by a season of rest. In 1890 he took a European tour, and the trip seemed greatly to benefit him, and on his return he again plunged into business affairs. During the spring of 1891 he contracted a severe cold, and in August went to Colorado upon suggestion of his medical advisers, but the bronchial affection, which speedily developed into consumption, made rapid progress, yet not so marked as to lead to serious apprehensions until within a very few days of his demise. The remains were brought to this city and hence to be interred in Forest Home Cemetery, Milwaukee, and we venture nothing in the assertion that no man was ever followed to the grave with more sincere feelings of personal affliction than was experienced by the large concourse of business associates, whose tears were mingled with those of the afflicted family.

The Lumbermen's Association honored the memory of Mr. Van Schaick in the passage of the following resolutions:

"Resolved, That in the death of our valued friend this association has lost one of its most trusty members; a man of strict integrity and business rectitude, of that happy combination of character, who, loving his fellow-man, could claim in business that which belonged to himself without giving offense, and yield without controversy that which seemed in law or in equity to belong to another. In matters of business, as well as in social life, he appeared truthfully to fill the measure of an honest, kind-hearted, God-fearing man.

"Resolved, That the members of the Lumbermen's Association in sorrow tender to his bereaved family their condolence and warmest sympathy, in this hour of their great affliction.

"Resolved, That in sympathy we send a copy of these resolutions to his wife and children, in hope that in their sorrow it may be some comfort to them to know how we appreciated the husband and father, and that they be engrossed upon our records and a copy furnished to the daily and lumber press."

Nathan Mears. Few men have been more closely identified with the lumber trade of Chicago than Nathan Mears, and it may be added that he is to be numbered among the earlier pioneers in the settlement and development of the central west, coming as he did before the days of railroads, and taking part in the trials and privations experienced by the settlers of southern Michigan in the pioneer days, when inter-

course between Detroit and the interior of the State was not only by tedious stage coach through a sparsely settled country, but through a region from which the wild beasts had not yet been wholly driven out.

Mr. Mears was born at Billerica, Mass., December 30, 1815, the son of Nathan, Sr., who was a descendant of Robert Mears, whose name appears upon the public records of Billerica as early as 1726. The mother of Nathan, Jr., was Lucy, daughter of Nathaniel Leviston, a descendant of John Leviston, a Scotchman, who settled in Massachusetts previous to 1677.

Nathan Mears, Sr., was a merchant and a land owner of Billerica, and a man of great influence in the community, who died in 1828, leaving what was at that time considered an ample fortune. For eight years previous to his death he had filled the office of selectman of the town of Billerica, and was otherwise esteemed one of the leading citizens of the town. His wife having died two years previous to his own demise, the children were left orphans. Nathan, the son, was at this time twelve years of age, and, a guardian being appointed, he was sent to school at the Billerica Academy, and subsequently at Westford, until at the age of seventeen he began the business career which has resulted so successfully. His first venture was as a clerk in one of the stores at Lowell, Mass., and a few months later as a clerk in the wholesale and retail dry goods, business of Nichols & Leeds, Boston, where he remained for three years. He was now of age, and with his two brothers turned his face westward, and found a resting place at Paw Paw, Mich., where the brothers opened a general store, with a stock comprising everything that the few settlers might need or the many Indians still remaining in the country might fancy, and where they were prepared to buy furs, grain or anything which the settlers might have to sell. Paw Paw was 160 miles from Detroit, on the stage line which then constituted the only public means of travel between Detroit and Chicago and the West. All their goods had to be transported by wagon, and the roads were at certain seasons as bad as a track through the forest could possibly be pictured. Battle Creek being among the nearest prominent settlements, young Mears became acquainted with Miss Ann Elizabeth Gilbert, of Salem, N. Y., whose parents had settled at Battle Creek, and their marriage took place in 1840, eventuating so fortunately as to call for its golden anniversary in 1890, at which the vast number of friends who gathered at the spacious mansion on Cass Street testified to the esteem which was felt for the now aged couple, over whose heads a half century of married life had brought but happiness.

Nathan bought out his brother's interest in the store at Paw Paw in 1839, and continued the business alone until 1849, when, having struggled against the hard times of 1837, supplemented by the panic of 1847, he found it discouraging work, and decided to turn his stock of goods into cattle; and driving his cattle east to New York State realized enough to pay off all his indebtedness. In 1849 he came to Chicago, whither his star of destiny directed him, and where his brother Charles, who had



James C. Brooks

dabbled somewhat in lumber, induced Nathan to join him in the lumber business and the firm of Charles Mears & Co. was instituted, Charles attending to the manufacture at White Lake, and later at Hamlin and other points on the Michigan shore, and Nathan attending to the business at Chicago. It was but a year or two before the rapid growth of the business demanded more help, and Eli Bates, who had previously lived at Milwaukee, came to Chicago at Mr. Charles Mears' request to assist in his lumber yard. In 1853 he became a partner in the business, and afterward married a sister of Mrs. Nathan Mears.

In 1859 the brothers divided their interests, and Nathan associated with him Eli Bates, James C. Brooks and Geo. H. Ambrose, and the firm of Mears, Bates & Co. became not only one of the best known, but heaviest and most reliable, lumber firms in the country. In 1865 they became interested with George Farnsworth in a large mill at Oconto, Wis., and the Oconto Lumber Company being organized, Mr. Mears for many years held the office of vice-president. Upon his advice, and in accordance with his keen perception of what the future was to bring forth, the company adopted the policy of acquiring all the pine lands which its increasing profits would enable it to purchase, and it now holds about 100,000 acres of excellent pine timber land from which for many years past no less than 50,000,000 feet of lumber has been cut and manufactured yearly, to supply the immense wholesale trade which for the past ten years has taken the place of the retail yard business of the previous years. In connection with the mills at Oconto is a large planing mill, which, with excellent railroad facilities, enables the shipment of dressed lumber and mouldings direct from the mills to any part of the country. It has been the policy of Mr. Mears, and as well of his associates in business, to secure the best and latest improvement in time-saving machinery as soon as such improvement was brought to their notice, and the muley succeeded the gate mill, and the gang was soon added. The rotary superseded the upright saw, and the band saw in time found its way into the mill of this enterprising company, the gang edger and the trimmer, steam feed and log turner, endless carriers and labor-saving devices of every sort having been added without regard to cost, and with sole reference to more economical manufacture and a greater saving of timber, so that under the wise direction of the veteran subject of this sketch and his able lieutenants, the cost of manufacture and the waste of timber has been reduced to the minimum.

Mr. Mears has occupied yards in various portions of the city, but has been best known in connection with yards at the Kinzie Street bridge, on the North Pier and at Polk Street. As an index to his promptness to act and his quick perceptions of that which is requisite at the moment, it is related of him that in 1866, on receiving a telegram from Oconto stating that the mill had burned, and asking "What shall we do?" it was but a moment's work to dictate the message, "But one thing to do; clear the ruins and prepare to rebuild at once." When the fire of 1871 consumed 12,000,000

feet of lumber for the firm, and while many dealers were wringing their hands over the ruins, Mr. Mears dispatched Mr. George H. Ambrose to Saginaw with instructions to purchase 5,000,000 feet, and he would send vessels for it, and before the close of navigation an ample stock of such lumber as was required in rebuilding the city, was on the docks of Mears, Bates & Co.

At the death of Mr. Bates, in 1881, Mr. Charles H. Mears, son of Nathan Mears, became connected with the business, and on the retirement of his father, became the head of the business, which is now carried on under the designation of Charles H. Mears & Co., handling from 40,000,000 to 60,000,000 feet per year.

Mr. Mears' usefulness has not been wholly confined to his business endeavors. On the breaking out of the war of the Rebellion Mr. Mears at once took part with those citizens who were endeavoring to assist the Government. After the capture of Fort Donelson, Mr. Mears was sent by citizens who had raised a fund for that purpose, in charge of a force of ship carpenters and calkers, numbering 120, whose services were required at Cairo in the repair of the transports and Federal gunboats which had been disabled and sent to that place for repairs. The mission was well perfected, and at a minimum of cost to the fund which had been raised by the citizens for that purpose, while the Government work was greatly accelerated.

Mr. Mears has his wise forethought and good judgment much to thank for the excellent health, which at the ripe age of seventy-eight, he is now enabled to enjoy. Unlike too many who could not spare the time to rest and recuperate, and as a consequence break down early in life, Mr. Mears has wisely enjoyed the benefits of foreign travel as a relief from business cares, not more for the relaxation it afforded than as a means of broadening his knowledge of the world, and in 1876, with his good wife, made an extensive tour of Europe, visiting all the more famous places of the old world. His vigorous constitution led him in the winter of 1893 to start upon an extensive trip to California and the Pacific Coast. He was so charmed with the country and climate that he purchased from Mr. Howard, of Boston, a beautiful winter home at Pasadena. As before remarked, the golden anniversary of the marriage of Mr. and Mrs. Mears occurred in 1890, and was participated in by many fond relations, children, grandchildren and a host of friends, who breathed an earnest prayer for a long continuance in life and health of their honored host and hostess.

The family of Mr. Mears consists of the son, Charles H., and two daughters, Mrs. Jonathan Slade and Mrs. James R. McKay, the husband of each being recognized among the prominent citizens of Chicago.

Mr. Mears has from its organization been a prominent and active member of the Unitarian denomination, and was most active in the organization of Unity Church, and in securing to it the services of the eloquent and widely known Rev. Robert Collyer, with whom he has for many years claimed the warmest reciprocal friendship.

Broad in view, liberal in thought, active in business, and recognized as honest in

the purposes of life, the history of Nathan Mears should prove an incentive to noble lives in all who may read these pages.

David Goodwillie, who settled in Chicago in 1848, was born in Scotland, December 4, 1828. His parents, Robert and Jenett Gun Goodwillie, were of Saxon rather than Celtic origin, but the families were known in Scotland almost as far back as the time of Edward the Confessor, who enfranchised the Anglo-Saxons and relieved them of the disabilities imposed by the Normans.

In 1832 the family left their native land for Canada and arrived at Quebec after a lengthy voyage, there the mother died of cholera in 1833, the father moved to Montreal some time afterward, and being a skilled mechanic, engaged in the building business, finally becoming a contractor for public work done in and about the city of Montreal, being in the employment of the Government, superintending public works at the time of his death, 1854.

David Goodwillie left school before his eleventh year, being apprenticed to a wholesale merchant, who had business connections in upper Canada. There he worked in two different merchandising stores for four and one-half years, then returned to Montreal and worked in his father's workshop, learning the trade of a carpenter and joiner, being given the very best opportunities, and good work, among first-class mechanics.

In June, 1848, he arrived in Chicago and obtained employment with Updike & Peck on the day of his arrival, and worked piece-work for them on doors and store-fronts and the best work in the shops, there being but little woodworking machinery in use at that time. About one year afterward he carried on a carpenter shop on the alley in the rear of the Opera House building. Leaving Chicago for a time, he started the first planing mill in Green Bay, Wis., at the town of DePere, afterward engaging himself with one of the firm of Sanger, Hendricks & Co., contractors, having entire charge of their work on the Illinois Central road-masonry, quarries and carpentering for thirty miles, from about Riverdale southward. Completing this work, he engaged in building in Chicago, erecting for the Illinois Central the first buildings at Askum and at Peotone, and the first ten workmen's houses at Centralia, also furnishing the settlers of the Illinois Central farm lands with houses, doing considerable work in and about Chicago, where he became the owner of a planing mill on Ohio Street in 1855. There, besides planing, he manufactured sawed shingles at the earliest period of that industry, together with builders' materials and boxes, and added to this was the wholesaling of Canadian lumber, consigned to him here by his former master. He has been connected with this business during the whole of this intervening period, about thirty-nine years in the same locality, having had during the war, a second factory in Louisville, Ky.

We now find him, in 1894, in charge of the Consumer's Box Manufacturing Company, on Ohio Street, near Kingsbury, as president and treasurer, working about sixty persons, with a capacity for the use, and working up into boxes of 1,000,000 feet of

lumber per month, having been connected with the industries of Chicago in these lines for over forty-six years. He may be credited with working his way through the varied times of Chicago's trials successfully, being especially fitted to do so by his early experiences and training in the store and workshops.

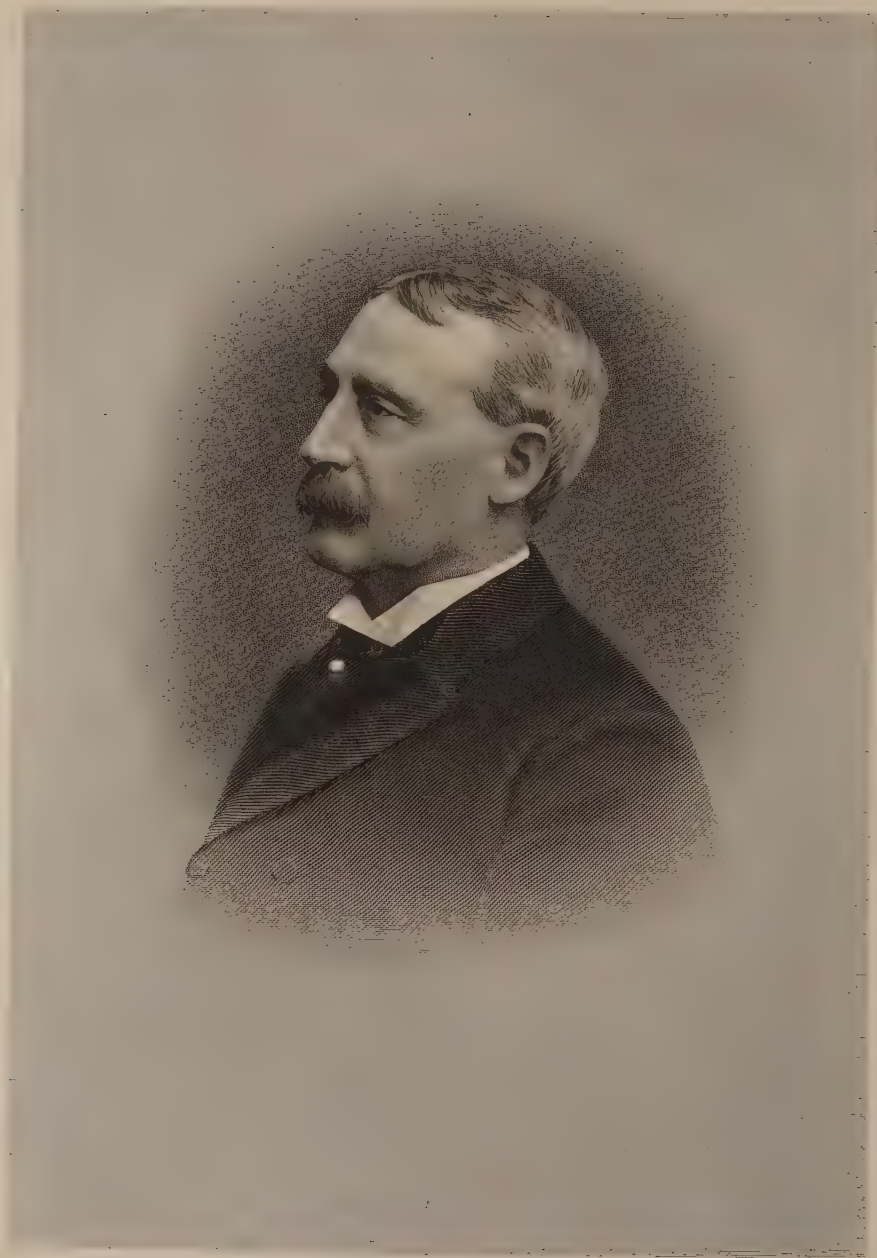
Mr. Goodwillie was married in 1849, to Miss Cecelia Goodwillie, also a native of Scotland; of nine children born to this marriage, six are living: Robert W., James G., David Lincoln, Willis Lord, Jennie D. and Cecelia C. The parents are members of the Presbyterian Church.

James Clark King. The firm of Jillett & King (Edwin L. *Jillett and James Clark King) was for many years one of the best known, most active, enterprising and successful lumber concerns of Chicago. James Clark King, the active business man and financier of the house, was born at Glover, Orleans County, Vt., April 5, 1830, a son of George W. and Hannah (Pierce) King. His father, who was a farmer, was of English and Scotch descent. Mr. and Mrs. King both died young, leaving four sons and two daughters to engage in a bitter but victorious struggle with the world for subsistence, and for recognition, as men and women of character and ability. James Clark King secured as good an education as was afforded in that part of the country at that time, and early engaged in farm work, which he varied by teaching school for a while. In 1852 he came to Chicago, bringing with him the meager capital of \$270, the sum total of what he had been enabled to save to that time.

During the succeeding two years he was variously employed as opportunity offered, but never idle, for he was not of the kind who hesitate and lose time, and as he became acquainted with Chicago, its location and its promise and noted carefully its possibilities, he formed an exalted opinion of the prospects of the young city. In 1854 he entered the employ of Williams & Avery as clerk and book-keeper and in 1856 was admitted to a partnership, and the firm became Read A. Williams & Co., and was located at 91 North Canal Street for one year. In 1857 Mr. King formed an alliance with William M. Steers and the house of Steers, King & Co. was established on Beach Street, near De Koven. This firm continued but one year, when Mr. King bought the interest of James Fraser, of Lower Saginaw (now Bay City), Mich., in the house of Fraser & Jillett, and the house of Jillett & King was established and continued until 1872, with headquarters at 258 Sherman Street. In 1872 Messrs. Jillett & King became interested in the newly established firm of Ketcham, Stephens & Co., which succeeded to the yard business of the old firm on Sherman Street. For several years Mr. King was a partner in the firm of Holt, Balcom & King, which did an exclusively wholesale trade under Mr. King's personal supervision.

At the time of the great fire of October, 1871, Jillett & King had an auxiliary yard near the corner of Fifth Avenue and Harrison Street, and another near the dry dock, in which lumber valued at a quarter of a million dollars was stored, which, being in the pathway of the "conflagration of Sunday night," was wiped out in common with a

*This was later spelled Gillett.



S. M. Jones

vast amount of other property. The firm had good insurance to the extent of nearly one-half its loss, and was fortunate in the possession of its main yard at 258 Sherman Street, where, with a stock of nearly 8,000,000 feet of lumber, it was in a position to materially assist in the rebuilding of the city. The active participation of Mr. King and Mr. Jillett in the conduct of the yard business practically ceased with the organization of the firm of Ketcham, Stevens & Co., and in 1886 the last piece of property was sold which was held by them jointly. The firm of Ketcham, Stevens & Co. was succeeded by that of Ketcham & Fick, that in turn by J. P. Ketcham & Bro., which in time gave place to the Ketcham Lumber Company, which still continues.

Jillett & King became well known in manufacturing and wholesale circles and in connection with the vessel interests of the lakes. For many years their lumbering operations on streams tributary to the Saginaw River, Michigan, were very heavy, and they maintained yearly contracts for stocking the McEwan and other mills at Bay City, in addition to the manufacture of large stocks at other mills, the product finding market principally in this city. The firm owned and built a considerable fleet of vessels during their active operations, one of which, the "J. C. King of East Saginaw," was named after the subject of this sketch. In all the various operations in which the firm of Jillett & King were concerned, Mr. King was recognized as the active business and financial manager, and it is no mean tribute to his ability to assert that from the inception of their enterprise no year's balance sheet showed other than a favorable and satisfactory result, and it is doubtful if any business house, during the history of the city, could show a greater measure of success than fell to the lot of Jillett & King.

Mr. King is still an active business man, and in addition to the care of his own extensive interests, is first vice-president of the Chicago City Railway, controlling the street railways of the South division of the city, which was the first to introduce in Chicago the cable system of car propulsion, and has proved itself alive to the wants of a progressive, and aggressive, business community, and paved the way for the investigation and adoption of the latest and best improvements in urban passenger transportation. Mr. King has always been recognized as a public-spirited and helpful citizen, ever ready to aid any movement promising to benefit the great mass, or any worthy class, of his fellow-citizens. Politically he is a Republican, earnest in his devotion as a voter, but never publicly active in the political field; indeed he has ever been and is yet too busy a man to consider the possibility of being so, even did his tastes incline him in that direction. Fully identified with the Chicago spirit, Mr. King is satisfied that the city of his young manhood is destined to increase in even greater proportion for the next half century than it has done in the past, and to become the leading city of the continent, and may well regard with honest pride the place he has filled in its past growth and the credit that is accorded him in its present prosperity.

Samuel Minot Jones. Just forty years have elapsed since Samuel M. Jones first made his *debut* in a Chicago lumber office, and to such advantage did he follow up

the experience of the succeeding years, that he has long been known as one of the most reliable and solid citizens of this great city.

Mr. Jones was born at Enfield, Mass., September 13, 1836. His father was a manufacturer of woolen goods and one of the earliest operators in that line of business in New England. The family history dates back to 1630, in connection with the Minot family, renowned in the early history of eastern Massachusetts. His wife, the mother of Samuel, came also from a lineage intimately connected with the early settlement of Vermont, being a daughter of Gen. Martin Field, long at the head of the State military forces of the Green Mountain State. In Samuel's early youth the family removed to Enfield, Mass., where his father established extensive woolen mills, and here the boy was given a good academical education, fitting him for the collegiate course, but did not enter upon it. At the age of eighteen he came to Chicago and soon after found employ in the lumber office of James H. Ferry & Co., at the foot of Washington Street, where he remained for two years, when he engaged in the lumber and grain trade at Havana, Ill., and was thus occupied until the breaking out of the war of the Rebellion, when the martial spirit of his maternal grandfather, and his own spirit of patriotism, prompted his enlistment in the Fifty-ninth Illinois Regiment, with which he became connected with the department of the Missouri and participated in its gallant campaign. At the battle of Pea Ridge, Mo., he was a staff officer under Gen. Julius White; while at the battle of Stone River, Tenn., he was assistant adjutant-general on the brigade staff of Gen. P. Sidney Post. His health failing from the exposure and arduous duty of army life, he resigned in 1863 and returning East for a season, he embarked for the continent of Europe, where the hoped-for recuperation was happily found.

Returning to Chicago, he, in the fall of 1864, formed a partnership with Charles R. Barton, and Barton & Jones opened a lumber yard near the Twelfth Street bridge, and met with the success due to hard and intelligent application to business, to such an extent that the firm soon became interested in the manufacture of lumber at various points, having a half interest with the milling firm of B. Merrill & Co., at Muskegon, acquiring a shingle mill at Manistee and a saw mill at Menominee, Mich., with large holdings of pine lands in various portions of the State of Michigan, increasing the early manufacture of 4,000,000 feet per annum to 20,000,000 and as high as 30,000,000 feet in later years. The firm continued in the yard business until 1880, when it withdrew from that branch of the trade and confined itself wholly to wholesaling by cargo, with office "on the market" at South Water and Franklin Streets. In 1886 Mr. Barton died, and his son-in-law, D. J. Kennedy, became associated with Mr. Jones, and the firm of Jones & Kennedy have for several years past been engaged in winding up the affairs of the former house, which task is now happily accomplished. During the continuance of the firm of Barton & Jones, no less than 200,000,000 feet of lumber, with a proportionate quantity of shingles and lath, was

manufactured at the mills which were wholly or partially owned by them. In the winter of 1894, the business of the old firm having been settled up, Jones & Kennedy dissolved partnership, and Mr. Jones, who during his busy life had found time to make several European trips in the interest of health, as well as of recreation, decided to see more of his own country, and has spent the past several months in the South, visiting the Pacific coast, storing his mind with a better knowledge of the resources and grandeur of his native land, which he appreciates the more, not less from his own personal sacrifices in its interest, than from that pride which swells the breast of every true-born son of America, as he contrasts his own land with the world at large.

Mr. Jones, with ample fortune, now devotes his time to its care, having retired from active business. His firm was for many years a member of the Lumberman's Exchange, and he, individually, being of a highly social nature, while remaining a bachelor, has held membership in various social clubs, including the Union, Washington Park and other clubs of Chicago and the Union and New York Clubs of New York. Of a genial nature, his society is sought by his friends, and few have a happier faculty of winning and holding valuable friendships.

Morton Benjamin Hull. Morton B. Hull, vice-president of the National Bank of America, and for many years prominent in the lumber circles of Chicago, was a native of Berlin, Rensselaer County, N. Y., where he was born May 19, 1832. The Hull family was of English descent, and was among the earlier settlers of the colonies of Connecticut, Rhode Island and New York. Morton B. was a descendant of the Connecticut branch, his great-grandfather, Daniel Hull, removing from Connecticut to Berlin, Rensselaer County, N. Y., in 1770, being the first "Yankee" settler in that town. It was upon the farm which his great-grandfather had settled and cultivated, that Morton B. first saw the light; a farm which continued in the family for 121 years previous to its alienation in 1891. The Hull family, as would naturally be imagined, were prominent in the growth, development, and progress of that section of the country, members of it occupying responsible and honorable positions both in church and state, as magistrates, as members of the Legislature, and in the military organizations of that early period. Benjamin L., the father of Morton B., was born in 1797, and spent his days upon the old farm, and died in 1869, at the ripe age of seventy-two, his wife, the mother of Morton, surviving him until 1884, when she too passed away, at the age of eighty-two. Until the age of sixteen Morton B. attended the common and select schools of the neighborhood, and at seventeen obtained the appointment of teacher of the district school, where for three winters he taught, assisting his father upon the farm in summer.

Upon attaining his majority, having decided upon a business life as more congenial than farming, he entered the employ of an uncle who was a lumberman, engaged in manufacturing and dealing, at Scio, Allegany County, N. Y., then, and for many years after, one of the leading lumber producing sections of the country. Here young Hull

became thoroughly indoctrinated in the principles and details of the lumber trade, and in 1856, having served three years with his uncle, he decided to come West, but finding no ready opening in the lumber business he accepted a clerkship, first in a grocery and later in a dry goods store at Dubuque, Iowa, where he remained until the panic of 1857 having wiped out the firm with which he was engaged, he was variously employed in clerical work until the fall of 1859, when he came to Chicago, and, not readily finding a situation in a lumber office, accepted a position as collector for several Eastern houses who had doubtful claims against merchants throughout the Northwest, and thus acquired a valuable knowledge of the collection laws of the various States, and how to collect bad debts, which has proved of great value in his subsequent business career.

On the 1st of April, 1861, Mr. Hull entered the employ of Geo. R. Roberts & Co., lumber dealers, at the corner of Harrison and Wells Street, having mills at Muskegon, Mich. Here he filled various positions until 1865, when, having saved a considerable sum from his salary, he was, in connection with James W. Calkins, induced to purchase the interest held by Mr. Roberts' silent partner, and the firm of Roberts, Calkins & Hull thereafter continued until in December, 1868, when Mr. Hull purchased the Calkins' interest, and the firm of Roberts & Hull was instituted and continued until 1878, Mr. Roberts having, at his death in 1875, left a will, one of the provisions of which was the appointment of Mr. Hull as executor without bond, and another that the firm name and business should be continued without change for three years succeeding his decease before being closed up. Upon the organization of the firm of Roberts & Hull in 1868 the yard business was discontinued and the firm devoted its attention to the sale of their mill product by the cargo, their mill at Muskegon ranking among the best appointed mills of the State. In the final settlement of the estate of Mr. Roberts his interest in the mill property was, in 1878, purchased by Mr. A. B. Watson, of Grand Rapids, Mich., and the firm of Hull & Watson was organized, Mr. Watson attending to the manufacture at Muskegon and Mr. Hull to the disposition of the product at Chicago by the vessel load. In 1882 the mill property was sold to D. A. Blodget, of Grand Rapids, and the firm dissolved. Upon the death of Mr. Watson, in August, 1888, it was found that Mr. Hull had been named as his executor without bond, as in the case of Mr. Roberts, complete evidence of the warm friendship and the unalloyed confidence which Mr. Watson, as well as Mr. Roberts, reposed in his former partner.

In 1882 Mr. Hull formed an alliance with George C. Benton under the firm name of M. B. Hull & Co. for the transaction of a wholesale commission lumber business, and this continued until 1884, when, Mr. Benton retiring, Mr. Hull took a silent interest in the wholesale yard of J. S. Vredenburg, and the firm of J. S. Vredenburg & Co. continued until in 1886, when Mr. Vredenburg's health failing, the business was closed out, and Mr. Hull associated himself with A. L. Ullrich and Joseph E. Quintal as general partner of the house of Hull, Ullrich & Co., which continued until the close of 1888.



M. B. Hull

This may be taken as the close of Mr. Hull's active connection with the lumber business. Since which time he has been giving his attention to his private affairs and the affairs of others confided to his care, among which is the management of the large estate of the late Henry Witbeck, he being the managing executor and trustee. Having been a director of the National Bank of America since 1885 he was in 1891, upon the death of the vice-president, Henry Witbeck, elected to the vice-presidency, and he has since devoted his time to the management of that sound financial institution, which his reputation as a conservative and able business man, has, and will continue to greatly strengthen.

That, as a lumberman, Mr. Hull has always stood high among his fellow merchants, is fully evidenced by the fact that he was from year to year reelected to the important chairmanship of the arbitration committee of the Lumberman's Exchange, a position which, in view of the fact that the decisions of the committee have the binding power of a judgment of the Circuit Court, and could be enforced as such, was the highest compliment which could be paid to the good judgment and judicial mind of Mr. Hull, and the wisdom of this confidence is the more made manifest, in the fact, that during a period of fifteen years, no case in which Mr. Hull had acted as one of the arbitrators, was appealed by the defeated party. A further evidence is found in the value which was from his earliest connection with the trade, attached to his opinions upon all general subjects pertaining to the interests of the lumber business or the general interests of the city of Chicago.

Mr. Hull was united in marriage in 1863 with Miss Eudora E. Denison, whose ancestors like his own were among the early settlers of Rensselaer County, N. Y., and whose family was counted among the neighbors and friends of his own family during his youth. A son, Morton D., and a daughter, Eudora M., have blessed the union. Mr. and Mrs. Hull are members of the First Unitarian Church, of Chicago.

As an interesting incident in Mr. Hull's experience, it may be related that the purchase of an interest in the business and stock of George R. Roberts & Co. in 1865, was made upon the basis of \$12 for common lumber, while within thirty days from the date of purchase lumber commenced advancing until it reached as high as \$24 for common. This, to those who had survived the panic of 1857, was in some degree an offset to the rapid decline of lumber in 1857 and 1858, which caused as wide spread distress, as the advance of 1865 brought joy and prosperity.

In his present position as vice-president of an important banking institution, Mr. Hull is esteemed to have found a position for which he is eminently fitted, and in which his rare talent for reading men and judging of their various schemes for obtaining money, cannot fail to redound to the best interests of the institution, and his own credit.

Henry Harrison Getty. For more than a quarter of a century the name of Henry H. Getty has been a familiar one to the Chicago lumbermen from its association with

that veteran of the trade, the late Martin Ryerson, from which it is inseparable in the annals of the trade.

Mr. Getty was born at Batavia, N. Y., in 1836, his father, Adams Getty, having removed from Washington County, N. Y., to Batavia about 1821, in pursuit of his mercantile occupation. The family was numbered among the emigres from Ireland who reached this country early in the seventeenth century. Henry H. attended the common schools of Batavia until at the age of twelve he came West with his parents, who in 1848 were numbered among the early settlers of Waukegan, Ill. Continuing his studies until 1856 he in that year went to Muskegon and entered the general store of Wing & Davis, where he remained for three years. In 1859 he entered the employ of Ryerson & Morris, then among the larger manufacturers of lumber at Muskegon, with two saw mills, the "upper" one of which had capacity for sawing about three and a half millions feet per year, and the "lower" mill suited to a cut of six millions per year. Mr. Getty was soon placed in charge of the upper mill in the capacity of superintendent and foreman, and continued in that position for seven succeeding years, until in 1865, when he, with Charles T. Hills and Ezra Stevens, purchased the Morris interest in the business and the firm of Ryerson, Hills & Co. was organized. In 1867 Mr. Getty purchased an interest in the Chicago business of Martin Ryerson and removed to this city to assume charge of the yard business of the new firm of Martin Ryerson & Co., whose yards were located at the corner of Fulton and Canal Streets, and also at Beach and De Koven Streets, Mr. Ryerson retiring from the active management of the well-established business in which he still retained an interest.

In 1880 Martin A. Ryerson, a son of the founder of the house, was admitted to a partnership, but the firm name remained unchanged, and the manufacture of lumber at Muskegon was continued as of yore. Mr. Ryerson, Sr., died in 1887, but the firm designation continued until its dissolution in 1892, although the yard business had been discontinued since 1875 and the firm had since confined its operations to the manufacture and wholesaling of the mill product. Since 1892 no business has been undertaken beyond closing up the affairs of a long and eventful business experience. As an evidence of the extent, growth, progress and decay of the great lumber interest of the firm, it is interesting to note that in 1865 the cut of the mills in which Mr. Getty was interested was 12,802,897 feet, which was increased by 1879 to 40,000,000 feet; in 1887 to 55,000,000 feet, and from this point its decadence is noted in a decrease in 1888 to 44,000,000 feet; in 1889 to 36,000,000 feet, and in 1890 and 1891 to 39,000,000 feet for each year, which, exhausting the timber supply available, ended one of the most remarkable personal experiences connected with the lumber manufacture of the Northwest, an experience which aggregated a lumber cut during a little more than a quarter of a century, from 1865 to 1891, of 840,789,699 feet of lumber, 163,123,215 lath and 3,870,899 pickets. Making due allowance for the cut of the years preceding

the connection of Mr. Getty with Martin Ryerson & Co., it is safe to say that from first to last the mills of the company contributed 1,000,000,000 feet of lumber toward the building of homes for the settlers of the great Northwest, and that Mr. Getty was interested in the production of fully eight-tenths of this vast quantity of lumber, which demanded the denudation of 200,000 acres of forest in its production.

Mr. Getty was married in 1864 to Miss Carrie E. Anderson, of Muskegon, and has one daughter. He believes in the necessity for recreation for the earnest devotee to business, and has found pleasure, profit and health in European travel, to an extent which has given him a cosmopolitan view of life and the world. As a member of the firm of Martin Ryerson & Co. he was for many years a member of the Lumberman's Exchange, and is a member of various other organizations, including the Chicago, Union League and Iroquois Clubs. He is also president of the Wright & Hills Linseed Oil Company, one of the largest enterprises of its kind in the West.

James C. Brooks. In the marvelous growth of the great city of Chicago, spontaneous as it has been, it would indeed be strange if some illustrious examples of self-made men could not be found; men whose history should prove an inspiration to the rising generation. And when that history abounds in lessons of experience valuable to young men of the present and future generations as an incentive to industry and integrity, no false conceptions of modesty should prevent its relation as an encouragement to those whose business career is but in its morning. It is difficult to find a better representative of this class than James C. Brooks, president of the Oconto Lumber Company, and of the Bay De Noquet Lumber Company. He was born at Salem, Mass., August 25, 1837, and is a son of William H. and Sarah (Carter) Brooks, both of whom were also natives of the Old Bay State, where they lived their lives and passed away.

When James C. Brooks was a child he was taken by his parents to Cambridge, at which place he was reared and educated. His parents were intelligent people and knew the value of a good education to a young man starting out in life for himself. Accordingly James C. was given good opportunities for acquiring an education, which he improved and which he now believes have contributed materially to his splendid business success. The public schools of Cambridge furnished the basis of his education, which was afterward supplemented in the famous private schools of Boston, the center of culture in the United States.

In 1856, when he was nineteen years of age, he came to Chicago. At that time this young city began first to feel the prodigious energy which was destined to make it the foremost industrial mart of the world. He at once secured employment with Artemas Carter, and was soon busy measuring lumber, etc., in the yards of the latter continuing thus on a salary for two years and learning in the meantime much that was afterward of great benefit to him. His education during this formative period fitted him in every way for a comprehensive knowledge of the lumber business and for rapid

and sure promotion if he remained in the employ of others. Succeeding his three years' service for Mr. Carter, he worked on a salary for one year with C. Mears & Co., at the end of which time Mr. C. Mears retiring, the firm became Mears, Bates & Co., composed of Nathan Mears, Eli Bates and James C. Brooks. The latter was still young in years, but was ambitious and determined to push to the front. This firm continued business with great success until 1879, at which time Mr. Brooks retired, and soon after took a trip to Europe, visiting many places of note and acquiring much knowledge of the old world. After about a year's vacation he returned.

In 1866 he became interested as a stockholder in the Oconto and later the Bay De Noquet Lumber Companies, and subsequently became a director in each, soon finding himself called to a high degree of authority in their management and development, contributing no little to their and his own profit through a wise direction and careful study of those conditions which added to the efficiency and economy both of manufacture and sale. On the retirement of Mr. George Farnsworth from the presidency of the companies in 1880, Mr. Brooks was elected president of both companies, a position in which the value and practical nature of Mr. Brooks' business qualities were so manifest that he has been re-elected from year to year and still holds the responsible position in each company.

In 1867 he was united in marriage with Miss Rose Hambleton, a native of Cincinnati, Ohio, and the daughter of Samuel T. Hambleton, the latter before his death being largely interested in the steamboat business on the Ohio River. To Mr. and Mrs. Brooks have been born three children: Alice H., Edith G. and James H. Mr. Brooks is a gentleman of high social qualities. He is a member of the Union League, of the Marquette, Union and Athletic Clubs, is a strong Republican and a member of Unity Church.

During his business career Mr. Brooks has been a hard worker. He has made a study of his business and has achieved most flattering success. When he arrived in Chicago in 1856 he had but one cent and this was used to purchase a single doughnut of which alone his breakfast consisted. But he had plenty of pluck and on the day of his arrival he secured work in the lumber yard of Mr. Carter. After that his advancement and success were steady and merited, for his schooling had taught him the value of method and system in labor as well as in intellectual pursuits. He is absolutely self made and is a man of action, and his New England stock and training are guarantees, without further question, of his intelligence, high character and integrity. He has the highest appreciation of the benefits of a good education and believes it better for parents to fit their children with superior schooling and training than with a goodly sum of money. His position among the self-made, solid, substantial men of influence in the city is one to be envied by all who are seeking to mount the ladder of fame, or reach the topmost round of honor in mercantile or social circles.

Webster Batcheller is another member of the coterie of lumbermen who may be





W Batcheller

numbered among the "old operators," his connection with the Chicago trade dating back to the year 1858. He, like a majority of the pioneers of the trade, comes of New England stock, such as has left its impress upon the development and intelligence of the entire Western section of our country.

Mr. Batcheller's father was engaged in the boot and shoe business at Adams, Mass., and was descended from an old colonial family, his English ancestors having been numbered among the earliest settlers of the Massachusetts colony. The subject of our sketch first saw the light in 1834, and obtained his education in the common schools of Adams, Mass., and of Glens Falls, N. Y., whither his parents had removed in 1842. Here the boy graduated from the Glens Falls Academy, at the age of sixteen, and coming West to Chicago entered the employ of Chapin, Marsh & Foss, on the corner of Canal Street, near Monroe Street, where he remained until 1858, on the 1st of January of which year he formed an alliance with James H. Pearson, and the firm of Pearson & Batcheller continued until 1862, when, health failing, he spent a year in California, and on his return he, in 1864, entered into partnership with Byron Rice, and the firm of Batcheller & Rice continued in business until 1870, when the firm of Batcheller & Benton (George C.) was formed with a yard at Throop Street bridge, and this continued until 1872, at which time he purchased Mr. Benton's interest, and in connection with Nathaniel Slaght, purchased the Ferry & Hopkins saw mill at Ferrysburg, Mich., which was operated by Batcheller & Slaght until 1875, when, purchasing the Slaght interest, Mr. Batcheller operated the mill until 1880, when he disposed of it to the Akeley & Boyden Lumber Company, including the large quantity of pine lands which had meantime been accumulated. Since disposing of the mill property Mr. Batcheller has been engaged in the purchase and sale of real estate located in Chicago and elsewhere. True to his name, Mr. Batcheller has remained a single man throughout his busy life, which to his many friends gives rise to the severest criticism which we hear expressed regarding one who is uniformly respected as an upright merchant and a progressive and public-spirited citizen. During his long connection with the lumber trade of Chicago Mr. Batcheller was an active and esteemed member of the Lumberman's Exchange, in the formation of which in 1869 he took an active part.

E. H. Denison, was born at Norfolk, Litchfield County, Conn., December 25, 1822, of parents who had for many years been residents of the Nutmeg State, descendants of a colonial ancestry.

Mr. Denison received his education in the common schools, Connecticut having a reputation in his boyhood for a greater advancement in the matter of education than many of her sister States, and her common schools sent forth graduates whose good sense and practical knowledge of the three essentials to success in life, sometimes denominated as the "three R's," viz.: "reading, 'riting and 'rithmetic," well fitted them to cope with the practical business of life. Finishing his education in the com-

mon schools at LeRoy, N. Y., whither his parents had moved, he, at the age of fourteen, found employment in a hat and fur store in Buffalo until October, 1851, when he came to Chicago, and for a time engaged in book-selling, and in 1853 found employment in the lumber office of The N. Ludington Company, and in 1861 we find him noted in the directory as a member of the firm of Denison & Calkins, and in that of 1862-63 as a yard dealer at the corner of Old and Lumber Streets, and later (1871), the N. Ludington Company appreciating his character, availed itself of his services, and he continued in connection with that house for the succeeding twenty-one years. For several years past Mr. Denison has confined himself to local matters of trade distinct from lumber, having done an extensive business in the contracting line, cement work in sidewalks being his specialty. He has for many years been a resident of Highland Park, a beautiful suburban city, twenty-two miles north of Chicago, of which city he is now treasurer. Mr. Denison has long been regarded as one of the most upright and intelligent members of a craft noted for the enterprise and public spirit of its members, and as a citizen is held by his neighbors at Highland Park in the highest esteem.

He was married in 1855 to Miss Caroline Howard, of Cincinnati, Ohio. They have two children, one son and one daughter, of whom the son, Henry Denison, is taking a prominent position in the trade which his father has honored for so long a period.

George Chester Benton. Among the many prominent operators in the development of the lumber trade of Chicago and the Northwest must be included George C. Benton, whose connection with it dates back to 1857. Mr. Benton was born in Cortland County, N. Y., in 1827, and spent his earlier years upon his father's farm in that county. While in this country "A man's a man for a' that," and Mr. Benton is by birth, education and experience a thorough American, it is no disgrace that he can trace his lineage to the honored titles which a grateful monarch bestows upon his faithful subjects, while it is no less to the credit of the descendants of Sir John Benton that early in the seventeenth century they should be wise enough to abandon all claims to the honors and emoluments of a titled aristocracy to cast in their lot with the colonists who in New England were carving the destinies of what was ultimately to be the greatest of nations, in which the title of manhood should outrank the most honored favors which it is in the gift of royalty to bestow.

A native of the Nutmeg State, Mr. Benton's father early in the present century emigrated from its rocky and sterile soil to the more favored region which was being opened up in the wilderness of western New York, where George was born and where he spent his earlier years in the enjoyment of the limited facilities for obtaining an education, which were afforded by the district schools of that early period, assisting his parents betimes in the routine of farm life, until he sought the more enlarged experience of business life as clerk in a country store. But measuring dry goods and weighing out groceries were not to the liking of the ambitious youth, who in 1857

turned his face westward as his father had done long years before, and pitching upon Columbus, Wis., as a location suited to his aspirations, he established a retail lumber yard for the accommodation of the rapidly increasing population of that section. For the succeeding four years he obtained his lumber supply by team from Fond du Lac, until by the building of the Chicago & St. Paul Railroad and the increased facilities thereby presented to the neighborhood, he concluded to seek a more enlarged field of operations and, associating himself with the brothers George G. and Royal Houghton, of Milwaukee, came to Chicago and established the firm of Houghton Brothers & Benton, with a yard on the corner of Beach and Sebor Streets. This partnership continued for the succeeding five years, when Mr. Benton purchased the interests of his partners, and formed a business alliance with Webster Batcheller with a yard near the Throop Street bridge, which continued for two years, when, selling out to Mr. Batcheller, he in 1872 opened a yard on the corner of Twenty-second and Union Streets, and from 1874 to 1877 was associated at the same place with S. R. Fuller, the firm being Benton & Fuller, after which he continued to operate until 1877, when he closed out his yard business and in connection with M. B. Hull, under the designation of M. B. Hull & Co., engaged in a commission lumber business on South Water Street. Continuing in this branch of the trade until 1882, the connection was dissolved and Mr. Benton commenced the business of purchasing Michigan stumpage, which he continued, in connection with manufacturing the stock at Muskegon, until the decadence of timber resources compelled him to stop, in common with a majority of the operators who depended upon the, at one time, supposed limitless resources of timber on the banks of, or tributary to, the Muskegon River. For several years past Mr. Benton has turned his attention to the more enlarged field of operations afforded in the development of Southern timber, and has engaged in the purchase and sale of the valuable hardwood and cypress lands of Mississippi and Louisiana.

Mr. Benton was married in 1859 to Miss Harriet, daughter of Judge Henry Stephens, a prominent lawyer and jurist, of Cortland, N. Y., and has one daughter who continues to reside at home. Mrs. Benton died in 1879. In 1883 Mr. Benton was united with Mrs. Susan D. Tuttle of Chicago, a native of New Jersey. Although approaching closely to the limit of three score years and ten, Mr. Benton gives little evidence of the deteriorating effects of a busy and useful life, and bids fair to remain in the business harness long after many of his younger competitors shall have laid off life's armor. He has been honored through life with many positions of usefulness and responsibility, among which may be named many years in the eldership of the Second Presbyterian Church. As a member of the Lumberman's Exchange, his opinions have borne weight in the counsels of that body, and few if any of those who have been active participants in the development of the great city of Chicago, have exercised a more beneficent influence over its destinies.

Benjamin Luke Anderson. One of the most prominent and enterprising of the

many energetic men who have built up the Chicago lumber trade, is B. L. Anderson, who for thirty continuous years was a leading factor in its development. Mr. Anderson was a native of England, having been born at Wisbech, September 23, 1833. He was educated at what was known as a "middle" or non-conformist school, answering to the common schools of this country. At the age of twelve he entered his father's store and pursued the calling of a grocer and baker, until at the age of fifteen he became book-keeper and subsequently manager of a spool cotton factory, where he remained until he was twenty-one years of age, when he determined to come to America. He reached New York in February, 1855, and in his search for employment reached Cuyahoga Falls, Ohio, where for several months he earned his living by doing anything which offered, or, to use his own term as a "roustabout." In August he found his way to Chicago, and reaching here on Tuesday was on Wednesday employed as book-keeper for Jacob and Henry Beidler and remained with them until 1866, when he opened a yard on Fisk Street, near Twenty-second, under the firm designation of B. L. Anderson & Co., the Messrs. Beidler being the company. In 1868 A. E. Cutler and John Oliver purchased the interests of the Beidlers and the firm became Cutler, Anderson & Oliver, continuing thus for one year, when, Cutler retiring, the firm became Oliver & Anderson, and thus continued until May 1, 1870, when Mr. Oliver withdrew and the house was again known as B. L. Anderson & Co., until in December of that year, when William Rutherford, of Muskegon, became an associate member, and B. L. Anderson & Co., Chicago, was synonymous with William Rutherford & Co., Muskegon, and the business included the manufacture of lumber at Muskegon, Mr. Rutherford attending to the manufacturing branch. In 1872 it was decided to incorporate the business under the title of the B. L. Anderson Company, and in 1876 the yard was removed to Twenty-second and Laflin Streets, where it remained until 1882. In 1881 the Michigan Lumber Company was incorporated and in 1882 the B. L. Anderson Company removed to the Stock Yards district, at Thirtyninth and Laurel Streets, becoming the pioneers of this new district, which has since become of great importance as a lumber center. At this time Mr. Anderson severed his connection with his old partner, Rutherford, who continued the Michigan Lumber Company in connection with T. R. Fleming. In 1885 Mr. Anderson decided to withdraw from the lumber business and surrendered the charter of his lumber company to engage in the manufacture of mirrors and beveled glass under the name of B. L. Anderson & Co., at the corner of Clinton and Jackson Streets, removing from there in 1890 to the corner of Canal and Jackson Streets, where (1890) he was joined by his son, George H. Anderson. Although now in a dissimilar business from that which for thirty years had made his name a household word, he is honored among lumbermen for his enterprise and probity of character. Mr. Anderson was married June 23, 1858, to Miss Eliza Cooke, of Wisbech, England, and three sons and two daughters were the fruit of the happy union. Two sons and a daughter survive to



Geo C. Boutwell

make glad the hearts of their parents and to enjoy the heritage of an upright and intelligent ancestry.

Edwin Lewis Gillette. The family of Gillette is, as the name would suggest, of French origin, its membership having descended from the French Huguenots who emigrated from France shortly after the massacre on St. Bartholomew's day, August 24, 1572, and settled within the southern boundaries of Scotland. The family remained there for about fifty-seven years, and in 1630 Jonathan Gillette, the ancestor of the subject of this sketch, came to America with his brother Nathan and settled at Dorchester, Mass., but removed, in 1635, to Windsor, Conn., where he found a more permanent home. In 1791 the family removed to New York State and finally located at Penn Yan, Yates County, where Edwin Lewis Gillette was born February 7, 1811, a son of Jeremiah and Elizabeth (Hoyt) Gillette.

In that country, at that time, educational advantages were not many, nor of a very high order, but such as there were, young Gillette availed himself of, and when of a suitable age he acquired the trade of miller, one in those days of considerable importance, and he worked at it, either for others or for himself, until he came west and located in the Saginaw Valley and became a partner of James Fraser's. Fraser was a Scotchman who, with a Dr. Fitzhugh, had located the lands upon which Bay City, Mich., for many years known as Lower Saginaw, now stands. Messrs. Gillette & Fraser built a mill on the Coqualin (Kawkawlin) River, seven miles west of Bay City, and they had a mill also on the bank of the Saginaw River, near the boundary line between Lower Saginaw and Portsmouth, which was later known as the Seth McLean mill, and was destroyed by fire in 1893. Between 1849 and 1854 the firm sent occasional cargoes of lumber to the Chicago market and realized prices which, while they were satisfactory at the time, would now be considered equivalent to a gift of the lumber to the purchaser. The venture was successful enough, however, to convince the shippers that their business would be facilitated by the opening of a yard in Chicago. Their office was located on Sherman Street, just south of Taylor, near the Rock Island Railroad depot, and in 1854 Mr. Gillette came to Chicago to assume the management of the enterprise. Four years later James Clark King succeeded to the interest of Mr. Fraser. When the great fire of 1871 swept away their lumber yard, with between 5,000,000 and 6,000,000 feet of lumber, at Harrison Street and Fifth Avenue, the firm managed to save their principal yard at 258 Sherman Street, and several million feet of lumber stored there was utilized in rebuilding the city. The business of the house was most successful, notwithstanding this heavy loss, and Mr. Gillette came to be most prominent among the leading business men of the city in his day.

Mr. Gillette early saw the value of local real estate investments and in time became a large owner of Chicago property. He conceived and built up the suburban town of Fernwood, one of the most beautiful and in many ways one of the most advantageous residence localities around Chicago. His judgment of real estate

values was good and he had such unbounded faith in the future of the city that he ventured largely in down-town property, one of his most successful and profitable investments having been that of 1872, in the Hawley building, Nos. 134 to 146 Dearborn Street, and the lot upon which it stood. This property he leased in 1892 on most advantageous terms for a period of ninety-nine years to the Hartford Deposit Company, and the Hartford building a modern fourteen story fire-proof building of the famous Chicago construction, has been erected upon the lot to replace the old Hawley block.

Mr. Gillette was a resident of Chicago continuously from 1854 until the day of his death, October 8, 1892, and during that long period saw a goodly city grow up, to be swallowed in the flames like the grass on the prairies. He saw, too, the new Chicago, and was one of its builders and one of its promoters until the end of his busy and useful life, for in and through everything he had the development and fair fame of the city ever at heart, and was a typical Chicagoan of his generation. From time to time he was called to positions of importance in commercial circles, among others to the directorate of the Postal Telegraph Company. He was a religious man and a member of the Unitarian Church. In politics he was a Republican, earnest and unswerving, but not practically active in the ordinary sense.

In 1860 Mr. Gillette married Miss Josephine M. Perley, whose ancestors were New Englanders in the old colonial days. Her paternal great-great-grandmother was Huldah Putnam, a sister of Gen. Israel Putnam, of Revolutionary fame. Miss Perley was herself a native of the city of New York. Of their children, their son, Edwin Fraser Gillette, and their daughter, Delphine May, now the wife of William Shippen Jenks, of the N. K. Fairbank Company, are living. The family home was first established at what is now 1223 Michigan Avenue. Seven years later Mr. Gillette bought the William Sturgis residence at No. 306 Michigan Avenue, where the family has since lived.

William Edwin Frost. Reference to the directory of 1862 discloses the firm of Hall & Frost as in the planing-mill business at that time. One of the partners, W. E. Frost, had for five years previous been connected with the business of the city, but his name had not appeared in the published records.

Mr. Frost was born at Lewiston, Me., August 1, 1831. His father, George D. Frost, like most of the farmers of that day in the Pine Tree State, was a farmer in summer and a lumberman in winter. The State had not at that time lost its prestige as the main supply point of the lumber industry, which formed the principal occupation of its citizens. Mr. Frost, Sr., died in 1856. Upon the maternal side, as well as paternal, Mr. Frost was descended from old colonial and Revolutionary stock. His mother was Deborah Davis, whose family was of the Quaker faith and consequently among the non-combatants of the day, but we may fairly assume that the loyal heart of Mr. Frost's grandfather was filled with joy as, watching the contest between the United

States brig "Enterprise" and the British brig "Boxer," off Portland Harbor on the 5th of September, 1813, he saw the union jack succumb to the stars and stripes.

Mr. Frost left the academy at Lisbon, Me., (to which place his parents removed in 1835) at the age of eighteen, and, going to Manchester, Mass., he spent a year in a small furniture factory at that place. A year later he went to Worcester, Mass., where for two years he was employed in the woodworking department of a large machine shop, and from here he went into the repair shop of the Boston & Worcester (now Boston & Albany) Railroad, where he remained for two years. In the spring of 1854 he went to California, via the San Juan-Nicaragua route (which involved twelve miles of mule-back riding), where he spent two years and a half, part of the period in saw mills at Eureka, and a portion in the mines near Sacramento. Returning east in the fall of 1856, he, a few months later, came to Chicago and entered the employ of Simeon Mayo, who at that time had a planing mill and sash, door and blind factory on the corner of Twelfth and Lumber Streets, and remained with him as foreman of the mill for the next five years. In 1862 he joined William E. Hall in establishing the firm of Hall & Frost, with planing, sash, door and blind manufactory at Sixteenth and Clark Streets. The beginning was a small one, embracing the use of but two planers, one surfacer and matcher, a siding saw and a fair complement of the machinery requisite for the sash and door manufacture. Before the expiration of the first year their factory was destroyed by fire, but the enterprising firm at once proceeded to rebuild and occupied the same premises for the next five years, when, their lease expiring, they purchased an adjoining property fronting on Sixteenth Street and occupied it with increased facilities until 1873, when Mr. Hall disposed of his interest to three young men, Albert H. Larned, August M. Schilling and Henry H. Drew, employes of the old firm, and retired, the firm now taking the designation of W. E. Frost & Co. Fire again visited them in 1877, and they removed back to or near the first location on Twelfth Street, where they leased the factory built some years previous by Hearson & Payn, which was now the property of Barton & Jones. Here they had peaceable possession for about eighteen months with a constantly increasing business, when again they were driven into the streets by the ravages of a fire which destroyed the factory. The firm now purchased a large property on the corner of Twelfth and Canal Streets, in which Heany & Campbell had for some time carried on a similar business to their own, and were again at home in a well-equipped mill of fifty machines suitable for their business. In the year 1878 it was decided to incorporate the company, W. E. Frost becoming president and remaining in that capacity to this day. With a constantly expanding business the firm prospered, and in 1884 added general carpenter contracting to the business hitherto confined to the factory, and, recognized as one of the leading and reliable firms in the business, continued to prosper until January 24, 1893, when for the fourth time a disastrous fire visited and destroyed their thoroughly equipped manufactory. The company now leased the

factory of Steinmetz & Eilenberger, on Throop near Hinman Streets, where they remained until February, 1894, when they decided to relinquish the manufacturing business, and confine operations to carpenter contracting, which they continue with office at 100 Washington Street.

Mr. W. E. Frost was married in November, 1868, to Miss Emma L. Wright, a Wisconsin lady, who belonged to a Massachusetts family. Three daughters are the fruit of this union. The family are connected with Plymouth Congregational Church, and Mr. Frost is a member of the Union League Club. Growing with Chicago's growth, the business career of Mr. Frost has been one which has not only established a fine financial credit, but has won for him a reputation as one of the most useful, reliable and substantial citizens of the city.

Augustus Ferdinand Fisher. To be included among those who have in some capacity been connected with the lumber business of Chicago for a long term of years, and acquired not only a competency but a most honorable reputation as a man and a merchant, must be named A. F. Fisher.

Born near Berlin, Prussia, October 4, 1838, of parents whose love of country had led his father in his youth to enlist in the Napoleonic wars, and to form one of the gallant band which, under Blucher, gave check at Waterloo to the aspiration of the "Little Corporal," Mr. Fisher enjoyed the advantages of the thorough courses of the common school, until, at the age of sixteen, in April, 1855, a mere boy, he displayed the unusual courage of undertaking the journey alone, to join his brother Henry, who had two years before come to the United States and settled in Chicago, having taken a clerkship in a hardware store, subsequently engaging in lumbering in northern Michigan and later in this city. On reaching Chicago, Augustus spent two years in learning the trade of a wagon maker, but in the fall of 1857 entered the lumber office of Mantz & Co., in which his brother had become interested.

Here, during another like period, he learned a good deal about the lumber business. At the same time he made himself a true Chicagoan, by connecting himself with old Illinois Hose Company No. 3, of the then popular volunteer fire department. In April, 1858, Augustus entered the employ of William Ellis, a lumber dealer of Pontiac, Ill., and was made manager of the yard at that place, Mr. Ellis becoming a resident of Chicago. Here he remained until 1862, when the war of the Rebellion enlisted his sympathies in behalf of the land of his adoption, and the patriotic spirit of his ancestors prompted him to enlist in August of that year in Company G, One Hundred and Twenty-ninth Illinois Volunteers, with which he served until the close of the war, under Gen. Buell, in his Kentucky campaign against Gen. Bragg, and later at Nashville, Tenn., and its vicinity, until the spring of 1864, when the regiment was assigned to the Twentieth Army Corps, under Gen. Hooker, and took part in the campaign under Gen. Sherman from Chattanooga to Atlanta. He participated in the historic campaign of Gen. Sherman from "Atlanta to the Sea" and in the closing cam-



A F Fisher

paign of the war through the Carolinas. He was honorably discharged and mustered out at Washington, D. C., June 8, 1865.

One of his most interesting reminiscences of the war is connected with the battle of Resaca, May 15, 1864. The One Hundred and Twenty-ninth was in the hottest of the fight. The First Brigade of the Third Division, of which it was a part, charged and captured the enemy's battery of four guns which was protecting the fort. On the charge, Ex-President Benjamin Harrison commanded the Seventieth Indiana Volunteers and was afterward placed in command of the brigade, Gen. Ward having been wounded. It was this charge that brought forth the remark from "Fighting Gen. Joe Hooker," who witnessed the assault from a neighboring hill: "There's another brigade gone to annihilation." At the close of the war Mr. Fisher returned to Pontiac, and in the fall of that year formed a partnership with Joseph P. Turner, and the firm of Fisher & Turner opened a retail lumber yard at Pontiac, Ill. Mr. Fisher succeeded the firm in 1866, continuing and establishing, by his unaided efforts, a large and profitable business. While a resident of Pontiac he was one of its most influential and enterprising citizens, serving two terms as alderman, and in 1877 was elected mayor of the city. He sold out his business in 1877 and began a system of extensive travel throughout the United States and the continent of Europe, and in November, 1878, he removed to Chicago. In 1880, in company with Thomas Walkup, he formed the firm of Walkup, Fisher & Co., in the wholesale lumber business of Chicago, locating on Robey Street, south of Blue Island Avenue. This firm extended its operations to the manufacture of lumber at its own mills at Troy, Newaygo County, Mich., until its dissolution in 1883, when Mr. Walkup took the manufacturing interests, and Mr. Fisher continued in the yard business at Chicago. In 1894 the business was incorporated under the name of the A. F. Fisher Lumber Company, with Mr. Fisher as president. At this time the business had reached a volume of 32,000,000 feet of lumber per year, and was located in the "new" district at Thirty-fifth and Iron Streets.

Mr. Fisher was married in 1878 to Josephine F. Schneider, of Pontiac, Ill., to whom three sons have been born, of whom but one, Harold A., survives. His is a history of enterprise, patriotism and success in business which well marks Mr. Fisher as a man honored by all who have been brought within the scope of his influence and acquaintance.

Henry King Elkins may be classed among the pioneers of the Chicago lumber trade. Mr. Elkins was born at Peacham, Vt., November 2, 1818. He received the advantages of a common-school education, and from an early age engaged in merchandising of some nature. His parents moved to Albion, N. Y., in 1837, and in 1843 we find the young man in business at Kenosha, Wis., still pursuing a commercial career, combining therewith a little politics, being appointed United States marshal for the State of Wisconsin by President Millard Fillmore, and holding the office to the close of that administration, when he decided to come to Chicago (1855). On

August 9, 1852, he was married to Hetta M., daughter of Obadiah and Nancy (Merrill) Swasey, of North Haverhill, N. H., who is spared to enjoy with him the pleasures which are the reward of a well-spent life and a happy old age.

In 1855, in connection with Theodore Holbrook, of Boston, Mr. Elkins built a saw mill at Big Bay De Noquet. This was a mulay mill, with a siding machine for cutting cants, a machine which in those days was a favorite among manufacturers, but which was long since relegated to an undeserved obscurity. The firm with which he was connected was known as Holbrook, Elkins & Co., Aaron Beidler and Joseph P. Merrill being connected with it. The mill capacity was about 10,000 feet per day of twelve hours. The mill product was shipped to Chicago and sold by the cargo, one of the partners coming along with it to find a customer, there being no established commission lumber dealers doing business at that time. In 1856 the firm decided to open a yard in this city, and located on the corner of Sixteenth and Clark Streets, where they remained for many years. The first railroad switch entering a Chicago lumber yard for the especial use of that yard was obtained by Mr. Elkins. The story is interesting as an illustration of the limited appreciation of railroad men at that time of the economies of business and the importance of the railroad in its relations to general transportation. The Illinois Central Railroad, the Michigan Central, Chicago & Galena (now the North-Western), the Rock Island, Michigan Southern, and the Chicago, Burlington & Quincy roads were in operation, and all the exchange freight was carted across the city at an expense of from 50 cents to \$1 a load. The tracks of the Illinois Central, then as now, ran west on Sixteenth Street to a crossing of the river, but in building it, it was desirable to go across the land occupied by Mr. Elkins, and he was approached upon the subject. He consented to the use of the needed ground, provided a loading switch was run through his yard, in which case he would bind himself to handle all the transfer freight at one-half the price it was then costing the roads, they to deliver the freight on his switch, and the companies to allow him the 10 cents per thousand feet for loading his own lumber, which they were in the habit of charging for the loading, which it was then customary for them to do. The president of the road, to whom the proposition was made, held up his hands in righteous indignation that any man should take him to be foolish enough to accept such a proposition; they did not want the ground bad enough to give any man an individual switch, and as for allowing him to load his own lumber, much less to allow him for the cost of it, was not to be thought of for a single moment. However, on thinking the matter over and consulting some friends about the audacity of the man who could make such an outrageous proposition, and finding that it did not strike his friends as so particularly outrageous, the official condescended to talk the matter over with Mr. Elkins, and finally came to the conclusion that perhaps it was not so foolish a proposition after all.

In 1860 the firm became Elkins & Merrill (Joseph P. Merrill) and continued at

the same location until 1861, when they removed to the corner of Canal and Lumber Streets, where they remained until 1864, when they dissolved, Mr. Merrill taking the lumber business and Mr. Elkins the five vessels which in the course of time had become a portion of the assets of the firm. Mr. Elkins was a member of the Board of Trade and continued for several years in trading and the care of his vessels, until in 1871, after the fire, he, in connection with George Cook (later a member of the firm of Pardee, Cook & Co.), opened a yard on Canal Street, near Lumber, where they continued to operate for the next five years. On separating from Mr. Cook Mr. Elkins withdrew from the lumber business. From that time Mr. Elkins has been interested in several branches of business. From 1875 to 1880 he was interested with Ezra Wheeler in the handling of salt, and, during a portion of the same period, with Bickford & Bausher and (1878) Peck & Bausher in lard and lard oil, and subsequently in a carriage manufactory. About 1879 he purchased an interest in the Keith & Co. elevator, of which he held the management for several years and of which he disposed in December, 1893. From 1881 to 1885 Mr. Elkins had an interest in the coal business with Ed F. Daniels and H. E. Weaver, with a yard on the corner of South Halsted Street and the river. Thus it will be seen that from early manhood Mr. Elkins has been busy, but it is now his boast that he never did a hard day's work until he was over seventy years of age. Always of a mechanical turn of mind, Mr. Elkins is enjoying a vigorous old age in furniture-making, and his handsome parlor bears witness that his hand has lost none of its cunning and that his little shop in the barn is often favored with his company, while the product of his labor would do no discredit to a professional mechanic.

Mr. Elkins is also an antiquarian and takes an honest pride in exhibiting to his guest the results of many years of research. Among his valued treasures may be noted a collection of old Vermont copper coins of the period when, as an independent colony, she coined her own pennies and issued her own scrip, which, in connection with a valuable collection of scrip issued both by the North and the South during the Rebellion, is of great interest not alone to the numismatist, but as well to every patriot, and to all who delight in contrasting the present with the past.

But perhaps the most interesting relic in the possession of Mr. Elkins is a time-worn quire or more of foolscap paper, with a brown paper cover somewhat torn, but still enclosing the mathematical calculations made by Mr. Elkins' father while a prisoner at the Mill prison, near Plymouth, England, during the Revolutionary War. Johnathan, father of the subject of our sketch, was a resident of Peacham and a stanch supporter of the American side of the controversy, and the tory neighbors, of whom there were a few, took pains to see that the rebel was made a prisoner. He was captured at his father's house on the 8th of March, 1781, and taken to Quebec and thence to England, and in June, 1782, was exchanged for some of Cornwallis' troops who had been captured by the Americans. His time while in prison was

deprived of some of its *ennui* by a study of mathematics, and the valued volume was smuggled out of the prison concealed under his coat. No wonder that it constitutes a valued heirloom in the family of one who to-day can boast, and with pride, that his father was a Revolutionary soldier.

Allen Craig Calkins. Almost forty years ago Allen C. Calkins became identified with the Chicago lumber trade. He was born at Waterbury, Washington County, Vt., in 1823, of what was then an old New England family, his father, William Calkins, being a lawyer by profession, after having been for some years in his young manhood principal of the Burlington Academy. His wife, mother of Allen C., was Roselind Craig, a distant connection of Ethan Allen, of Revolutionary fame. About 1828 the parents removed to Whitehall, N. Y., and a couple of years later to Ticonderoga, where the father died in 1866.

Allen C. was educated at the common schools of Ticonderoga until about thirteen years of age, when he was employed in a general store, where, realizing the need of a better education, he, at the age of fifteen, took a course at the academy of Poultney, Vt., and then returned to the same employers and continued in general trade until about the age of twenty-eight. From 1848 to 1852 he was in the employ of a commission firm at Albany, N. Y., and we next find him at Lock Haven, Penn., in the service of a large saw mill and lumber house, having an interest during a portion of the time until 1855 in a general store of that place. About this time his own health and that of his wife failing he decided to go further West and December 21, 1855, found him in Chicago, where in the following May (1856) he entered the employ of Holt & Mason, whose yard was on Market near Monroe Street, in the capacity of superintendent and salesman. Here he remained for three years and in 1861 formed a partnership with E. H. Denison, book-keeper for Holt & Mason, and the firm of Denison & Calkins continued for the two subsequent years, when, finding their combined capital rather small for a competitive business, they decided to dissolve, and so great was the confidence in and respect of each partner for the other, that Mr. Denison was permitted to purchase the stock on his own inventory. Mr. Calkins then opened a small yard on Twelfth Street, near the river, until his old employer, D. R. Holt, told him that if "he saw anything with money in it to pitch in." About this time S. C. Clark being in financial difficulties Mr. Calkins was appointed appraiser of his lumber stock and on sealed bids being asked, was urged by the assignee to make one, which, proving a better one for the estate than any of the others, he completed the purchase, in which Mr. Holt became interested, and the firm of Holt & Calkins was formed. During this season Mrs. Jane Balcom came into the firm, which soon after purchased mills and timber lands at and near Oconto, Wis. After about three years the firm dissolved by limitation, Holt & Balcom (Mrs. Jane) retaining the mills and lands at Oconto and Mr. Calkins entered into partnership with R. B. Stone, under the designation of Calkins & Stone, with yards on Grove Street. Mr. Stone

being soon after disabled in a railroad wreck, the partnership was dissolved and in 1873 Mr. Calkins associated with him Mr. H. D. Fisher, and Calkins & Fisher continued until in 1877, when, having made a gallant fight during the financial depression which had continued during the entire period of their partnership, they at last succumbed from too extended credits East and West and were compelled to go out of business, in which Mr. Calkins had achieved an honorable name as a man of integrity, push and public spirit.

As a member of the Lumberman's Exchange in its earlier history, Mr. Calkins exercised a strong and healthy influence. Becoming a member of the organization which operated from 1859 to 1869 under the general law of 1849, but which laid dormant from 1861 to 1865, Mr. Calkins took an active part in reviving its work, and in 1866 was elected president, to which office he was reelected in 1867. Again, after the big fire of 1871, the Exchange work was virtually dropped, although, in order to keep the charter alive, the farce of a yearly election was enacted for a couple of years, but without material result to the advantage of trade, and in 1873 Mr. Calkins became an active advocate of the formation of a "Lumberman's Association," which was organized among the yard dealers to the exclusion of the commission and purely manufacturing element of the trade, which was thought to exercise too great an influence in the Exchange, and one injurious to the interests of the dealers. Of this "Association" (later changed to "Lumberman's Board of Trade") Mr. Calkins became the first president, and when a year later (1874) an amalgamation of the two bodies was effected, a resolution was adopted by the "Association," recommending, and virtually making it a condition of the union, that Mr. Calkins should be elected to the first presidency of the amalgamated bodies, and at the first meeting of the now consolidated organization Mr. William Blanchard, who had a short time before been elected to the presidency of the Lumberman's Exchange, tendered his resignation, and Mr. Calkins was elected to this honorable position, and was re-elected at the annual meeting of the succeeding year (1875), being the only lumberman who has since its inception held the presidency for more than two terms, with the exception of three terms to Mr. Thaddeus Dean, who was elected in 1876 and also in 1878 and again in 1879.

But not alone in the estimation of the fraternity of lumbermen was Mr. Calkins recognized as an energetic and public-spirited citizen, as shown in his election to the aldermanic board of the city from 1866 to 1870, and as a member of the Board of Education for the years 1870 and 1871. He also helped to organize the Christ Episcopal Church of this city, and to erect its first edifice, serving for many years as a vestryman, and as an able adherent of Bishop Cheney in the establishment of the church.

Mr. Calkins was married in 1847 to Miss Sophia J. Larrabee, of Ticonderoga, N. Y., daughter of Capt. Lucius Larrabee, a pioneer in the steam navigation of Lake George, a man of pronounced literary tastes and interested deeply in educational matters of those days, who died at Chicago in 1858 at an advanced age. Of the fruits

of this union, four sons and one daughter are living. At the advanced age of seventy-one years Mr. Calkins still enjoys good health and is active in his interest in matters of public import, and in all matters which concern the growth and welfare of the great city to whose advancement his life has been devoted.

Winslow Bushnell. Few men were longer intimately connected with the lumber trade of Chicago than Winslow Bushnell, who was born in Greene County, N. Y., in 1830, his father, Alanson Bushnell, having moved thither from Connecticut some years before the birth of Winslow, where he married Miss Betséy Dewey, a native of Columbia County, N. Y. His father dying when the boy was only six years of age, the widow returned with her young son to her father's residence, and here the boy was put to school, assisting his grandfather in the work of the farm as his years progressed. At the age of sixteen he took charge of the farm, managing it for the next seven years. In 1855 he became a clerk in a grocery store at Rondout and the following year was employed as clerk of a steamboat on the Hudson River, until November, 1856, when, coming to Chicago, he was for two years book-keeper for Henry Howland & Co., lumber dealers at Sixteenth and Clark Streets. In 1859 he formed a partnership with Horatio Reed under the name of Reed & Bushnell, which shortly after was changed to Bushnell & Reed, through the admission to the firm of Edward H. Reed, son of Horatio, who retired, and the business was removed to the corner of Laflin and Twenty-second Streets. In 1871 Col. N. H. Walworth became a member of the firm, which was now changed to "Bushnell, Walworth & Reed." In 1874 Mr. Bushnell purchased a large tract of pine land at Cedar Springs, Mich., and built a saw mill at that place, which in 1875 became the property of the firm of Bushnell, Walworth & Reed, who increased it by the addition of dry kilns and planing mills and established a lumber yard at Cedar Springs on the Grand Rapids & Indiana Railroad, with a view to building up a shipping trade with the dealers tributary to the railroad lines of the country. In 1876 Mr. Bushnell disposed of his interests in the mill and Chicago yard to his partners, Walworth & Reed, and in 1882 associated with Edgar A. Lord, under the firm name of Lord & Bushnell, which firm continued, with yards on the Illinois Central Railroad pier, on the south side of the Chicago River, until the death of Mr. Bushnell November 10, 1889, since which time the business has been continued by Mr. Lord at Fisk Street, south of Twenty-second, without change in the firm name.

Mr. Bushnell was married in 1864 to Miss Kate Van Winkle, daughter of Daniel Van Winkle, an old citizen who came to Illinois in 1841, settling in Chicago in 1849. Mr. Bushnell's widow survives, together with three sons: Edward A. (who was for some years connected with his father in business, and now of the Bushnell Mill and Lumber Company, 165 Clybourn Avenue), James F. and Augustus T. Winslow Bushnell was a quiet and unassuming man who was considered the soul of honor and enjoyed to the fullest extent the respect and confidence of the fraternity of lumbermen with whom he was associated for fully forty years of his busy life.

Samuel George Dana Howard. Among the prominent lumbermen of a bygone day S. G. D. Howard occupied an enviable position for probity, business acumen and public spirit. Mr. Howard was the son of Thomas Howard, a farmer of Preble, N. Y., where the subject of this sketch was born in 1818, and where his time was divided between work on the farm and at the public school, supplemented by a season at Homer College, until he reached the age of fourteen, when he joined his brother at Akron, Ohio, and became a clerk with the latter in a mercantile and forwarding business. Feeling the need of a better education, he spent much of his spare time in study, thus increasing his capacity for entering upon the serious business of life, and attaining the goal of his hopes for the future. Being of a bright, vivacious, nature, the young man made friends and rapidly acquired those business traits which later made him the successful merchant and honored citizen. At about the age of twenty years he came west to Naperville, where from 1838 to 1842, he, in connection with his brother Charles, carried on a general mercantile business, which a year or two later was transferred to St. Charles.

About 1843 he came to Chicago, and became connected in some manner with the lumber trade of the city, but we find no record of him in the directories of those days, until in that of 1847, when we find the firm of Hilliard & Howard, which is repeated in that of 1851 and again in that of 1853-54, with yard on the corner of Market and Adams Streets. During these years he was in company with Laurin P. Hilliard, and in 1855 we find that by the addition of George C. Morton the firm was still continued as Hilliard, Howard & Morton, the latter being a brother-in-law of Mr. Howard and mentioned elsewhere as a partner (1854) with Gilbert Ashley under the firm name of Morton & Ashley. In 1858-59 we find the firm of Howard & Barton, and a few years later (1861) that of S. G. D. Howard, which is repeated in the directory for 1862, while in that of 1863 we find the firm of Howard & Chase mentioned (David F. Chase), with yard on West Charles Street, south of the Van Buren Street bridge, and this was probably his last business connection, as we do not find his name subsequently recorded in connection with any other partner, up to the fall of 1866, in which year he died (September 15) of softening of the brain, induced by overwork and anxiety, during the momentous period of the Civil War, which strained the nerves of many business men. Mr. Howard is mentioned by his cotemporaries as a man of fine, nervous temperament, active and alert in business and possessing an enviable reputation for probity and uprightness. He was one of the founders and for several years a director in the First National Bank. He was married in January, 1852, to Miss Caroline D. Morton, of Benton Harbor, Mich., a sister of George C. Morton, one of his former partners, elsewhere mentioned, two sons and two daughters being the fruit of the union. Of these, one son, Frank E., and one daughter, Mrs. Henry A. Keith, reside with their widowed mother at Evanston.

Anson A. Bigelow. It is a common experience of the historical investigator to find that the wealthiest and most successful business men of Chicago, in many

instances, were born in the country and raised on the farm. This western country is not an urban community except to the younger generations. It is an unusual event to find an elderly business man who has passed his entire life thus far in any western city. The cities are full of country-bred boys who, with enterprising and adventurous spirits and restless intellects and praiseworthy ambitions, have plunged into the turbulent pool of business for themselves, won both wealth and fame and shed upon their family names the luster of a high renown. Such a boy and such a man is Anson A. Bigelow. On November 7, 1833, almost the exact date of the great fall of meteorites, he was born on a farm in Washington County, N. Y. His parents were Anson and Eliza (Moore) Bigelow, both of whom were natives of the Empire State, and of English ancestry. The Bigelows came from England to the United States in 1620, settling in the New England States, the grandfather of our subject coming with his bride to Washington County on horseback from Connecticut, being pioneers of that section. There were six children in his father's family—four boys and two girls, only himself and brother now surviving. He was educated at Cambridge Academy in Washington County, and at the age of nineteen years, with a good education, for those days, and with plenty of pluck, intelligence and determination, he left home and started out for himself. He first accepted a clerkship in the office of a linen manufacturer at Troy, N. Y., but one year later went to Albany, where he became book-keeper and general office manager for Griffen & Buel, commission merchants. After a time his health began to fail him, and when told by his doctor that he had consumption and that unless he changed his work and his climate he could not expect to live long, he came out West with that restless throng who have since made the upper Mississippi Valley so rich and populous. In March, 1855, he arrived in Chicago, but a week later went to Racine, Wis., and accepted a position on a salary with N. Pendleton, who was engaged in the lumber business. He superintended the yards, kept the books and had charge of the office, in which various and arduous duties he proved his fitness for leadership in business and the value of his services to his employer. At the end of three years, so indispensable had become his management of affairs, Mr. Pendleton offered him a position as partner, which he accepted, and the firm of Pendleton & Bigelow was established. They conducted a successful lumber business for three years, when Mr. Bigelow, who had long believed that Chicago was the most promising lumber city of the West, and had been wanting to come here for some time, sold his interest to his partner in 1862 and arrived in this city in September of that year and immediately organized the firm of Bigelow Brothers, composed of himself and his brother Charles H. The latter, with the exception of one year passed in this city, has resided in St. Paul, Minn., though still retaining his interest in the business here. William H., the oldest of the brothers, was also associated with his brothers from 1864 until his death in August, 1882.

In 1866 the firm purchased a saw mill and a valuable tract of timber land at Mus-

kegon, Mich., where Peter Walker was employed to superintend the interests of the brothers, and was continued on a salary until 1878, when he was admitted to the partnership, of which he remained a member until his death in March, 1892. During the first year of business which closed with September, 1863, they sold 5,400,000 feet of lumber. Twenty years afterward their sales had climbed up to the enormous sum of nearly 40,000,000 feet. They owned at one time vessels on the lakes with which to carry their lumber from the smaller ports, where it is cut and prepared, to Chicago. In 1886 the firm purchased 37,000 acres of heavily timbered land on Lake Superior at Washburn, Wis., where they have mills in steady operation. Since 1887 they have done a large wholesale and manufacturing lumber business exclusively. From 1862 to 1887 their yards were located in Chicago, first at the corner of Eighteenth and Canal Streets, subsequently removed to Twenty-second and Fisk Streets, and in 1882 to the new stock yards district, but were sold in 1887, when the firm began an exclusive wholesale business. The firm since the start has been known as Bigelow Bros., and Anson A. has been the general director and manager of the large concern in all its details. He is strictly a business man, whole-souled, genial, of commanding presence and enjoys life notwithstanding the predictions of the doctors. While delicate when he came here in 1862, the splendid climate of Chicago acted as a tonic on his enfeebled system until now he weighs 225 pounds and is a perfect picture of robust manhood. Is it any wonder that the residents of Chicago, including Mr. Bigelow, declare the city to be a great health resort? He has been engaged in the lumber business for thirty-seven years, and no man in the city has a broader view of the subject or a brighter memory of its eventful history. He assisted in the organization of the Lumberman's Exchange, took great interest in its prosperity and served as its president in 1881. He was united in marriage December 13, 1859, to Miss Emma W. Ullmann, daughter of Maj. Isaac J. Ullmann, of Racine, Wis., who was for many years collector of the port of that city. They have two children, Nelson P. and Emelie S. Mr. Bigelow is a member of the Chicago and Calumet Clubs, and himself and family are members of the Episcopal Church. Mr. Bigelow is a Republican, but he has never sought political preferment, being entirely engrossed in his own business.

At the time of the formation of the firm Charles H. Bigelow was engaged in the linen manufacturing business at Troy, N. Y., but, his health failing, he came to Chicago, though after a residence here of a year he removed to St. Paul, Minn., where he has since lived. He is still associated with his brother here in the lumber business. He is now the president of the St. Paul Fire and Marine Insurance Company. William H. Bigelow was also a member of the firm from 1864 to August, 1882, at which latter date he died. He was a graduate of Williams College, class of 1851, and after he had begun the study of medicine was compelled to give it up, owing to failing health. He came West and engaged in civil engineering at Anamosa, Iowa, and assisted in the construction of the railroad in Jackson and Clinton Counties of that State. In 1855

he removed to Sioux City, where he built the first Government land office and two years later was appointed by President Lincoln receiver of the same, holding the office until 1861. He was then engaged in the real estate business, until he became associated with Bigelow Brothers in this city. His wife was formerly Miss Mary A. Hayes, a cousin of Ex-President Hayes, who presented him with three children: Russell A., William H. and Hayes.

Nelson P. Bigelow, only son of Anson A., was born in Racine, Wis., July 19, 1862, and the following September was brought to Chicago by his parents. Therefore, while not born here, he is essentially a Chicagoan, having been raised and educated here. The public schools gave him the rudiments and foundation of his education and fitted him for a course at Yale College, from which institution he graduated in 1884. Since 1887 he has been a partner in the concern. He is a member of the Calumet, University and Athletic Clubs.



CHAPTER IV.

BIOGRAPHIES OF LUMBERMEN

From 1860 to 1870.

Turlington Walker Harvey. Few men deserve a more extended notice, because few have done more for the lumber trade and general interests of Chicago than Turlington W. Harvey. Born in 1835, at Durhamville, N. Y., he was educated in the common schools of that village, supplemented with a course at Oneida Seminary, whither his parents removed during his early boyhood. His father, Johnson Harvey, was a native of New York State, a farmer in his earlier days, but later engaged in the trade of carpenter and builder. His mother (Paulina Walker) was a native of Massachusetts. Turlington, from eleven to fourteen years of age, was employed betimes in a grocery store at Durhamville and on leaving school began learning the carpenter's trade in his father's shop. Between the grocery and the shop the boy's educational advantages were of a limited nature, but he was disposed to make the most of them, and when, at the age of nineteen (1854), he came to Chicago he had not only acquired a fair education, but had learned the carpenter's trade and had served his time so well in the sash, blind and door factory of his father at Oneida, that he at once, on his arrival here, obtained employment as foreman in the small sash, blind and door manufactory of James McFall, and soon after in the larger concern of Abbott & Kingman, with whom he remained for five years. Here he had ample opportunity to acquaint himself with the needs of the rapidly developing country in the line of his business, and was not slow to appreciate the business opportunities opening to an active and ambitious youth. In 1859 he effected an arrangement with Peter B. Lamb and the firm of Lamb & Harvey operated a planing mill at 329 South Canal Street. The firm prospered to such extent that in 1861 it became requisite to build and equip a much larger establishment. Mr. Harvey's religious convictions were at this time so firmly grounded that finding his partner engaged in repair work on the Sabbath, he at once notified him that if this was to continue, the partnership must terminate, and no argument as to the loss of business consequent upon shutting down of the machinery for repairs during the week, could convince Mr. Harvey of its propriety or necessity. After forty years of experience Mr. Harvey remains unconvinced of the necessity for Sunday work in the needful repairs to the machinery of a manufacturing plant. In 1865 Mr. Harvey purchased his partner's interest in a busi-

ness which had again outgrown the facilities hitherto provided, and obtained property on the corner of Twenty-second and Morgan Street, upon which to erect a large and commodious planing mill, the first building in the city which was thought worthy of being considered fireproof. On the opposite side of the street he bought property which was fitted up for dockage and piling yards, and here commenced the development of what but a few years later was conceded to be the largest lumber business conducted by any one house in the world, the amount handled in 1883 reaching 140,000,000 feet. Mr. Harvey also became interested in saw mills at Muskegon, Mich., and Marinette, Wis., the latter being still retained by him. In so great a volume of business it became necessary to employ every known device and improvement for expediting work and economizing cost, and Mr. Harvey was soon known as the patron of every new invention which led to these ends. Among the most important and far-reaching of these was the adoption of the railroad for reaching distant tracts of timber, giving to that growing in the interior a value hitherto monopolized by that which bordered the streams within easy distance for handling by ox or horse team, thus opening up vast tracts which had been considered of little value. Mr. Harvey was the first to undertake this railroad lumbering, which has now to a large extent superseded other methods and eliminated the fear of unfavorable winters for hauling logs, as well as rendered much valuable timber available. The first road to demonstrate the feasibility of this method of lumbering was built by Mr. Harvey from Lake George, Mich., to the Muskegon River in 1878.

Not least among the notable events connecting Mr. Harvey with Chicago and its business interests must be mentioned his connection with the Relief and Aid Society, his directorship in which, dating from 1866, rendered him a most valuable member of that organization in the days of gloom, affliction and sorrow which succeeded the great fire of October, 1871. In that year, as by special providence, he had been elected a member of the executive committee, and when the dire calamity enshrouded our city as a pall, it was found that its field of operations demanded just such experience and just such talent as was combined in T. W. Harvey, who was at once assigned to duty on the shelter committee, and its chairman being incapacitated for duty, Mr. Harvey filled the position in a way to win the grateful encomiums of his fellow-citizens. During the six months succeeding the great catastrophe Mr. Harvey did not spend a single hour in his own office in attention to his own business affairs. Not to derogate one whit from the credit due to each member of that gallant band who, during the long months succeeding the fire, lost sight of self in their endeavors to assuage the sorrows of their fellows, and to lift the desponding from the ashes of their grief, T. W. Harvey stands conspicuous as well deserving of a people's gratitude. In the need of providing shelter for more than 40,000 people who had lost their all, the practical education of Mr. Harvey became of the highest value.



T. M. Harvey

No sooner was he apprised of his appointment, in connection with Thomas M. Avery, as the head of the shelter committee, than with wise forethought he made contracts for all the lumber he could secure, knowing that a legitimate advance in price must result from the forest fires in the producing regions, and at manufacturing points, as well as in the abnormal demand upon the resources of the Chicago dealers, and he succeeded in securing 35,000,000 feet at \$14 per thousand, yard prices during the following month, advancing to \$21.

Figuring out the arrangement, material to erect, and cost of two classes of houses, one of which was 12x16 feet, containing one room, the other 16x20 feet with two rooms, he arranged the details in his mind as he drove from one locality to another in search of information as to the needs of the people, and the best methods of relief. These cheap dwellings, constructed with 2x4 studding and 2x6 joist, were sheathed on the outside with matched lumber, or battened, while the inside was lined with building paper and the floors laid with matched flooring, which, when provided by the committee with a cook stove and utensils, several chairs and a table, bedstead and bedding, with a stock of crockery adequate to the needs of the family, cost an average of \$125 each, and sufficed to tide the helpless over the rigors of a coming winter. Some idea of the extraordinary results accomplished may be formed from the statement that from October 18 to November 17 no less than 5,226 of these houses were erected, which number was later increased to 8,000. Mr. Harvey's energy and foresight were abnormal even for Chicago. A heavy snow storm occurring a few days after the fire, incoming trains were blockaded and great suffering was entailed upon those whose fuel was exhausted. What did arrive was side-tracked outside the city, and it seemed impossible to hire teams and wagons to distribute it. On Sunday morning Mr. Harvey realizing the great extent of the suffering which prevailed, began the purchase of teams, wagons and harness, employed teamsters and shovelers, and personally superintended the work of delivering 700 tons of coal during the day, making glad the hearts of suffering thousands. The good accomplished by Mr. Harvey is recorded by the angel who makes no mistakes, while his name is gratefully revered by thousands who knew of, if they were not the recipients of his untiring endeavors to alleviate the distresses of his fellows.

Few men have been more prominently connected with the religious activities of Chicago. From 1871 to 1873, and from 1876 to 1879 he was president of the Young Men's Christian Association, and for many years he was one of the most active workers and most ardent supporters of that praiseworthy organization. He was for twenty-six years of his most active business life superintendent of a Sabbath-school. He is vice-president of the Chicago Evangelical Society, which sustains schools and does a great amount of evangelical work. D. L. Moody is president, and in his absence Mr. Harvey officiates in his stead. In the project for building the Moody Tabernacle on Monroe Street in 1876 Mr. Harvey was chairman of the executive committee. It was

largely, if not chiefly, owing to his efforts that the vast sum of \$110,000 was raised to clear the Young Men's Christian Association of debt, and to place it on a good financial basis. Mr. Harvey's religious conviction brings the whole world into a common brotherhood, which to elevate and bring into a higher and nobler conception of its relationship to its Creator, is the highest aim of an intelligent being.

Mr. Harvey is of a buoyant and cheerful disposition, or he had long since sunk under the pressure of his enormous business cares. One of his means of recreation was the purchase of 2,000 acres of land in Nebraska, on which he established a stock farm, one of the most famous in the land. This was named "Turlington," which is Mr. Harvey's Christian name. From this farm has come to him a plentiful supply of farm products, while it is noted for raising the finest cattle in the nation. At this farm Mr. Harvey spends some weeks each summer with his family. But not alone to the planing mill, the lumber yard or to the farm is the attention of Mr. Harvey confined. He some years ago purchased a large tract of land south of the city and organized the Harvey Land Association to build a city to be called "Harvey," which is settling in a manner worthy a Chicago suburb and worthy its founder. Mr. Harvey is president of the Harvey Steel Car Works, which is located in the young city, also of the Automatic Mower and Manufacturing Company of that city, owning much of the stock. He is also president of the National Lumber Company (with yards in many sections of Nebraska and Iowa), and of the Marinette Saw Mill Company, Marinette, Wis. He is a director in the American Trust and Savings Bank and in the Metropolitan National Bank. He has large holdings of timber land in Wisconsin and also in Louisiana. To enumerate all his activities and business interests would fill a volume. He is a busy man with but little leisure at any time, yet withal he finds time for church work, and to few men is the success of the Chicago Y. M. C. A. work to be more fully credited. In his family relations Mr. Harvey has been peculiarly blessed, and the pressure of business is never permitted to interfere with the duties and pleasures of home and its endearments. In 1859 he was married to Miss Maria Hardman, of Louisville, Ky., who bore him four sons: Charles A., John R., George L. and Robert H. Mrs. Harvey died in 1871, mourned by all who knew her, as a loving wife, a tender mother and a woman of many Christian graces. In May, 1873, Mr. Harvey was married to Miss Belle S. Badger, of Chicago, and this union has been blessed with the coming of three boys and three girls, two of the daughters being taken from the happy circle during the summer of 1894. In his present home Mr. Harvey enjoys the society of a refined and educated Christian wife, whose virtues and intelligence endear her to a vast circle of friends; and he finds at his fireside relief from the exhausting cares of his large business interests, and, surrounded by his interesting family, obtains that rest which comes from a forgetfulness of business cares in the rich enjoyment of the family circle, the companionship of wife and children. Mr. Harvey is recognized as a man of forceful character, and of independent thought, having the

courage of his opinions. Such a man will always move in direct lines according to the dictates of an intelligent conscience, and it is such men who make the world better for their contact with it. With such a character, it is needless to say that Mr. Harvey stands for a force in this community, respected for upright dealing, and exercising an enviable influence in religious, social and business circles.

Jesse Spalding. Although not a pioneer, strictly speaking, in the lumber trade of Chicago, few men have been more closely identified with its growth than Jesse Spalding, who was born at Bradford County, Penn., April 15, 1837. His earlier education in the common schools was supplemented by that afforded by the Academy at Athens, Penn. His father was a farmer, and Jesse was called upon, as were all young men of the day, to assist in the work which engaged the attention of his parents. About the time of reaching his majority, Jesse found employment first on the north and afterward on the west branch of the Susquehanna River and Pine Creek, in rafting lumber down the river to Middletown, Marietta and Fort Deposit, where it was distributed to all sections of the East and South, to Baltimore, Georgetown, Norfolk and Richmond, the forests of central New York and northern Pennsylvania disputing with those of Maine and Canada for the honor of supplying the Eastern and Southern markets with necessary lumber for building. Being apt in the handling and selling of lumber, he was soon permitted to purchase for his employers, and as well he was entrusted with the sale of the lumber on reaching its destination, and at the age of twenty-three he began buying, shipping and selling for himself. In 1860 he was led to visit the West, and at once comprehended that Chicago was to become the great lumber market of the world, and after visiting Green Bay and Little Suamico he returned East to settle up his affairs there, and returned to purchase a saw-mill at Menekaunee, Wis., at the mouth of the Menominee River. The mill contained a circular and two mulay saws, and while the burned and rebuilt mill is still in operation, it has been remodeled and rebuilt until scarce a vestige of the old frame remains to carry the gang, band saw, circular saw and modern edgers, with which 30,000,000 feet of lumber is now manufactured yearly.

Succeeding fully up to his expectations, he, a few years later, purchased a mill at the mouth of Cedar River, thirty miles north of Menominee, which also in its modernized condition turns out from 25,000,000 to 30,000,000 feet yearly, in addition to the manufacture of the Menekaunee mill. For the supply of these mills Mr. Spalding has first and last purchased about 120,000 acres of pine lands for the Menekaunee mill, and about 140,000 acres for the Cedar River mill.

Soon after taking hold of the Menekaunee mill in 1860, Mr. Spalding established a sales yard at Chicago, selecting a site at the corner of Lumber and Twelfth Streets, and was afterward one of the first to take a location in the "New" district at Twenty-second Street, being approached by the late Col. R. B. Mason, representing a syndicate, with a very liberal proposition if he would go himself and induce three others to

go into the new district, which at the time lacked office buildings and planing mill facilities, and was not even planked in roads or docks. There were no improvements worth mentioning south of Eighteenth Street, the whole country being practically a common, or cow pasture, a favorite resort for pigs and geese. The opening of this section had been undertaken as a speculation by Eastern parties, who did some docking and dredging in 1856-57, but the panic of the latter year so crippled them financially, that they discontinued operations until they could make sale of a portion of the property. Mr. Spalding went on to the north side of Mason's slip, H. Witbeck taking the south side, with N. Ludington on what is known as the "Burlington slip," and James Farr on the slip next south. Col. R. B. Mason, agent for the owners, agreed to connect the yards with the various railroads entering the city, so that car shipments could be made, and in order to do this, donated 1,000 feet of slip frontage to the C. B. & Q. R. R., and secured switching facilities connecting these yards with every railroad entering the city. The planking of Canalport Avenue to the new district was completed and maintained by private subscription supplemented by light city appropriations, until 1879, when it was paved with cedar blocks, at the cost of the property holders, by special assessment.

For many years no street cars ran in that direction, and omnibuses were kept running by Messrs. Spalding, Witbeck, N. Ludington and others, between the court house and the new lumber district, for the convenience of patrons and employees.

Soon after locating in the new district a joint stock company was formed by Messrs. Spalding, Witbeck, Ludington and one or two others, and the first planing mill in the district was located on the corner of Fisk and Twenty-second Streets; progress was the order of the day, and a steam fire engine was located in the district, and shortly after an ordinance was secured for the planking of Twenty-second Street, which was later supplemented by the cedar block as before mentioned.

As a reminiscence of 1861 Mr. Spalding relates the sale by N. Ludington, of Flat Rock lumber, and by himself of Menominee stock at \$6 per thousand, freight being \$1.37½, sailors' wages \$18 and \$20, and tow bills \$5 each way in and out of Chicago River. He retired from the yard business in 1880, but continues in the manufacturing department, selling the product by the cargo.

About this time the heavy loss of life and property through the dangers of navigation in passing "Death's Door," the entrance to Green Bay, attracted much attention, and William B. Ogden, of the Peshtigo Company, together with Mr. Spalding, the N. Ludington Company, of Menominee, and H. B. Gardner, of Pensaukee, instituted an examination into the feasibility and advisability of opening a canal across the peninsula from Sturgeon Bay to Lake Michigan, making a short cut and saving 150 miles of dangerous navigation on a round trip. Its feasibility being determined by surveys, the Sturgeon Bay and Lake Michigan Ship Canal and Harbor Company was organized in 1880, and dug the canal, inducing the Government to assist with

a grant of 200,000 acres of land, and to build a harbor of refuge at the Lake Michigan end of the canal, establishing steam fog signal and life-saving stations, with coast and range lights (the former of the third order).

The company was well rewarded in the success which led to the passage of as high as 3,500 vessels through the canal in one year. In the spring of 1892 Congress made an appropriation for purchasing the canal, and with the opening season of 1893 it was made free to the shipping interests of the country. William B. Ogden was the first president of the company, serving for five years, Jesse Spalding succeeding him and serving for eight years. This canal greatly lessened the dangers of navigation as well as freight rates.

On the breaking out of the war of the Rebellion Mr. Spalding was telegraphed to a conference with the adjutant-general of the State of Illinois, by whom he was directed to build camps for the accommodation of the soldiers enlisted in this State. The camps were located in the south part of the city and named Camp Douglas, and Mr. Spalding's contract called for their completion ready for occupancy. There was no State fund at hand for that purpose, and payment to Mr. Spalding for the lumber and labor was made in warrants issued by the State auditor, until such time as the Government began to issue national currency, when it took possession of and paid for the property.

Mr. Spalding has always held a prominent position in the counsels of the Republican party in this State, and was appointed collector of customs of the port of Chicago in 1883 by President Arthur. In 1889 he was appointed by President Harrison as one of the commissioners of the Government in the matter of the Union Pacific Railroad, to which large advances of public money had been made. Few men have exercised an equal influence over the political, social or mercantile interests of Chicago and the Northwest, and few have done more for their advancement. Mr. Spalding was for three years a member of the city council under Mayor Colvin, at a time when the finances of the city were at the lowest ebb, and the intervention of leading business men who were good financiers, was thought necessary to save the city from bankruptcy, as its warrants were selling at a heavy discount and its credit suffering severely. Mr. Spalding was placed in the chairmanship of the finance committee, the good management of which was soon manifest in the restoration of the city's credit.

Mr. Spalding was married in 18— to Adelpia Moody, of Athens, Bradford County, Penn., the fruits of the union being three daughters and two sons, who are married and live in Chicago, besides one son, John, who died at the age of twenty-four, the other sons, Charles F. and Robert L., being associated with their father in the management of his extensive business interests.

Perley Lowe. Very few of those who have made the Chicago lumber trade famous, and have raised it to a position excelling all its competitors in the extent of

its business, have started in life with silver spoons in their mouths. Few indeed of the many hundreds who first and last have been numbered among its prominent dealers and wealthy men, but commenced their career in subordinate and humble positions.

Perley Lowe was one of Maine's contributions to the lumber trade of Chicago. He was born at Levant, Me., in 1845, and spent his early days in alternating between the common schools of the neighborhood and the prolific crop of stones which covered his father's farm, the latter probably occupying more of his time than the former, and giving him a reputation for skill in the construction of those stone fences which surround the farms, and are the pride of the life of a Yankee farmer, excelled in his work by none of his companions or elders. At the age of eighteen his patriotism could brook no longer delay, and in 1863 he enlisted in the First Maine Cavalry, with which he participated in all the battles under the gallant Phil Sheridan until the surrender. This contact with a world beyond the boundaries of his father's farm taught the young man the value of education, and on his return home, while still the rocky fields wooed him to the labor of building stone fences, a higher call demanded such division of his time with books as speedily to fit him for a teacher; and handling the birch rod proved his first initiation into the lumber business. One year of teaching, however, sufficed, and his footsteps were turned toward the setting sun, where a bow of promise shone out of the West, one end of which had footing at Chicago. His army life had not removed that bashfulness for which as a country boy he was at the time noted, nor had his year of school teaching in the country district embrazened him to seek employment where he would come into contact with ladies, so, on reaching Chicago, he did not seek a situation in a dry goods store nor yet in the grocery business, but an odor which reminded him of the pine woods of his native State drove his unresisting feet toward the lumber yards, where his brawn and muscle, combined with intelligence, enabled him to become a first-class "dock wolloper;" for only one year, however, for employers were not slow to discover that good material was going to waste, while this young man was doing work for which a lesser degree of intelligence might be available, and Spalding & Porter were the first, then the Garden City Planing Mill Company, and Thompson Henry & Co., successively inducted the young man into higher positions, more suited to his talents, until the Thompson Brothers (J. B. and C. F.) saw developments of a character which marked him as a most desirable associate, and for four years the firm of Thompson Bros. & Lowe was a force in the lumber trade of the city. In 1889 David Kelley secured him as a partner, and the firm of Kelley, Lowe & Co. was organized and continued for four years, when, Mr. Kelley retiring, the present firm of Perley Lowe & Co. was organized, of which his brother-in-law, William Templeton, is a party in interest.

As a boy on his father's farm picking up stones, Mr. Lowe had an ambition to be the best stone-fence builder in his township; as a soldier he aimed to know the details of a soldier's life and duty; as a teacher he proposed to be a safe guide to his

scholars, by himself knowing what he sought to teach others; as a lumber shover he threw his best muscle and brawn into the mechanical branch of the lumber business; as a foreman and salesman he allowed nothing to interfere with his purpose to understand the principles of finance and trade; as a lumber merchant he set out to master the business in all the details of inspection and grading; so that while conservative and somewhat slow in arriving at a conclusion, when he has once made purchase of a cargo or a mill cut, it is safe to assert that his judgment will be fully justified by the results in pile upon his yard.

It is a high compliment to his judicial cast of mind and recognized honesty of purpose and clearness of perception, that, in cases of dispute between other members of the trade, no man is more often selected as an arbitrator, and no man's decision is more frequently accepted as final and conclusive.

Socially Mr. Lowe is rather retiring, he is not of the kind that seeks companionship in balls, parties or routs. A gorgeous palace with the richest furnishings and an army of servants, would have no charm for this rugged scion of the Pine Tree State, but in the company of congenial friends, in the discussion of economic, social or scientific questions, the retiring disposition, which would shun the simply gay and thoughtless throng, gives place to an animated countenance and an intelligent conversation upon themes which ennoble and enrich the mind.

As an active member of the Methodist Church Mr. Lowe believes that the life speaks louder of a man's character than the most sanctimonious garb or speech. Fond of sports of the field, he is a noted member of a small coterie of lumbermen to whom the gun and a week upon the duck ponds is a yearly, much enjoyed, recreation, which Mr. Lowe appreciates as highly as if it could not be said that he neither uses intoxicants, plays cards nor uses tobacco, and it is to his credit that the Sabbath is to him as sacred when on these expeditions, as when at home in the enjoyment of church privileges, while yet he is far from the bigotry which would dictate to his companions the adoption of his personal views, believing that example is often of more effect upon one's fellows than argument and preaching.

Mr. Lowe has repeatedly been elected a director of the Lumberman's Exchange, and in 1885 was elected to the vice-presidency, succeeding in 1886 to the presidency of the institution.

There is in Mr. Lowe's history a lesson worthy of the attention of every young man who may read these pages, a lesson of faithfulness in the discharge of duty to parents; to country and to himself; whether in picking up stones in the field; in carrying a musket in the upholding of the institutions and ensuring the perpetuity of his beloved country, in shoving lumber on the dock, in sweeping out the office, or in holding positions of authority and trust, in seeking in each department of life to acquaint himself with all the details of the business in its every branch, in a consecration of all the powers and knowledge thus acquired to the service of a higher power

whose preëminent claims to service are the mainspring of life, all but conduce to that broadening of intellect and perception which mark not only the successful merchant, but the happy head of a cultivated home, the useful citizen, the Christian gentlemen, and the man of unbounded influence among his associates.

The yard of Perley Lowe & Co. has for many years been located on Paulina Street, south of Twenty-second Street, where the firm has become one of the heaviest in extent of its yearly trade among the many large concerns in the lumber business of Chicago. In the spring of 1894, larger grounds being requisite, the business was removed to Wood Street, south of Blue Island Avenue.

Mr. Lowe was married in 1873 to Miss Elizabeth Templeton, of Chicago, the happy union being blessed with four daughters.

Prof. F. O. Marsh, who is a brother of the late George A. Marsh, was born in Brattleboro, Windham County, Vt., in 1818, and for some years enjoyed the distinction of being the oldest living graduate of that historic educational institution, Michigan University, at Ann Arbor, Mich. A man of the finest literary attainments and a teacher by training and choice, he had been an educator all his active life, except during about eight years, when he was engaged in the timber trade in Chicago.

For twenty years he was a professor at Denison University, at Granville, Ohio, until, in 1879, when he came to Chicago and established the well-remembered timber firm of F. O. Marsh & Co., which later consolidated with the firm of George A. Marsh & Co., under the style of Marsh Bros. & Ransom.

In 1888 Prof. Marsh accepted the chair of professor of mathematics in the Leland University, at New Orleans, which he held with a degree of credit to himself exceeded only by the benefit accruing from his connection with the famous institution previously mentioned. He died at New Orleans March 23, 1893.

Mrs. Jennie E. Allen (Mrs. F. O. Marsh) was born in New York in 1828, and removed when a child to Ann Arbor, Mich., with her parents, and was there reared, educated and married. She is still living, sound in health, bright in intellect, loved and honored as such a woman must be by those to whom she has endeared herself through long years.

P. Wohler. To its German-American citizens as much as to any other class, Chicago owes her growth and greatness. Almost from the first they have been in the van of the march of progress, and their frugality, their industry, their amiable helpfulness have made them useful above many of their fellow-men. Especially large has been the German representation in the department of lumber dealing and manufacture, woodworking and carpentry, and conspicuous in it during all the period since the fire has been Mr. P. Wohler, of the firm of P. Wohler & Co. (P. Wohler and Charles Weinholz), carpenters, contractors, stairbuilders, and manufacturers of sash, doors, blinds, mouldings, etc.

Born in Germany in 1844, a son of Henry and Margaretta Wohler, he received his

initiatory training in the schools of his native place, and there also served a five years' apprenticeship to the carpenter's trade. He was only seventeen when he came to Chicago, but even at that age the town impressed him with a prophecy of its future greatness. Of an active and enterprising disposition, he at once began to work at his trade and soon began contracting on his own account, and until 1866 did quite an extensive business in that line, for the time, and for one of his years. In 1871 he put in operation a sash, door and blind factory, and since that time a large quantity of his product has been used annually in the buildings of this city, until it is a fact that there is scarcely a block that in some of its parts is not constructed of material of some sort which has at some time passed through his hands. Since he engaged in it, this business has been almost revolutionized. In times not remote, mill work, including sash, doors, blinds, moldings, etc., was all made by hand, consequently, while they may have been as good and well made as machine work, the process was slow, and the construction of buildings measurably prolonged and tedious; more hands were required, and more economy and less elaboration rendered necessary in the use of these indispensable requisites. The introduction of machinery revolutionized the business. Sash, doors and frames were no longer a part of the carpenter's trade. Steam machinery turned out work so rapidly and with such perfection that hand work could not compete. The perfect machinery with which inventive genius has provided the workers in wood, has insured such rapid work and reduced the price of prepared lumber to such a minimum figure that contractors, builders and those engaged or interested in the construction of buildings, have almost universally adopted the comparatively modern methods of placing their orders for such material with firms who are specially prepared to do that character of work. This accounts for the vast importance of the sash, door and blind manufactories that have become so numerous and extensive in the country of late years. With this rapid improvement in methods and great advance in demand, Mr. Wohler kept pace, and in 1886 he once more began contracting on a large scale, and since then some of the leading buildings of Chicago have been erected by him. He is doing at this time a business of upward of \$140,000 a year and gives constant employment to about 150 men.

As truly as of any other man in Chicago it may be said of Mr. Wohler that he is a thoroughly self-made man, for he has achieved his present property, success and reputation, by his own exertions. His large establishment at 521 to 529 Twenty-first Street, near Blue Island Avenue, is one of the largest and most completely equipped in the city, and he has a comfortable home at 901 Ashland Avenue. He is a member of the Ancient Order of United Workmen and of the National Turner Society. In his political views he is a Republican, but being in no sense a politician he has not sought nor accepted office of any kind. He was married in 1870 to Miss Mary Ubechel, who has borne him five daughters (Lena, Lucy, Sophia, Emma and Annie), and he and his family are members of the Lutheran Church. Toward the support of

that religious body, as well as to various other institutions and movements tending to the betterment of the moral and material condition of his fellow-men, he has always been a liberal contributor, and it may be said of him, in conclusion, that he is in every way a public-spirited citizen, with the good of mankind at heart and the prosperity of Chicago always uppermost in mind.

Harrison Ludington, of the well-known company of Ludington, Wells & Van Schaick, was born at Ludingtonville, Putnam County, N. Y., July 30, 1812, where his father, Frederick Ludington, was for many years a merchant. His grandfather, Col. Drury Ludington, was, during the Revolutionary War, appointed captain by Gov. Tryon, and later, in 1778, received a colonel's commission in a New York regiment from Gov. Clinton. That a price was fixed upon his head by the British during the Revolutionary War, evidences important services to the American cause.

Harrison Ludington was educated at the common schools of his native village, and at the age of twenty-six decided to accompany his uncle, Louis Ludington, to the now developing west, and began the business career which subsequently made him a noted man among the lumber manufacturers and merchants of Wisconsin and Chicago, and no less a prominent figure in the politics of Wisconsin. In 1838 he became the successor in business of Solomon Juneau, Milwaukee's first white settler, and carried on, general merchandising for the next thirteen years in company with his uncles, Louis and Harvey Burchard. In 1851 he withdrew from merchandising to engage with Daniel Wells, Jr., and Robert Stephenson in the manufacture of lumber, their mills being located at Menominee, Mich. In 1866 the firm began business in Chicago, and in 1867, Augustus G. Van Schaick becoming a member, the firm became Ludington, Wells & Van Schaick, which was soon after incorporated as the Ludington, Wells & Van Schaick Company, and has continued in business under the same designation to the present time, the venerable Daniel Wells, of Milwaukee, being the only surviving (original) partner, while the stock of the company is continued in the estates left by the deceased members. Few of the lumber concerns of the Northwest can point to a larger business than that which was by this company developed, in the acquisition of pine lands and the manufacture and sale of lumber, the results of more than a quarter of a century showing a record of fully 750,000,000 feet of manufacture and sale. Mr. Ludington had not for many years taken an active interest in the affairs of the company, which were handled by A. G. Van Schaick until the death of the latter in 1892.

In later years Mr. Ludington had figured more prominently in politics than in business activities. Originally a Whig, he, on the decadence of that party, became a Republican, and while not desiring office, his acknowledged business abilities, good sense and courage to boldly express his sentiments, even in a city that was overwhelmingly Democratic, led to his election as alderman in 1861, and his reelection for a second term, and in 1871 to his election as mayor, and reelection in 1873, holding the office until 1876, when he resigned to assume the duties of governor of the State,



Geo E. Ward.

to which office he was elected in November, 1875. His personal popularity is evidenced by the defeat of every Republican associate upon the State ticket in that campaign. His administration was marked by the same business ability which characterized his personal affairs, and declining a second nomination, he retired from political life with an unstained reputation, and the plaudit of political foes and friends alike. Subsequent to his political retirement, his time was employed in the construction of business blocks in Milwaukee and the care of his valuable city property, with but a casual attention to his extended business interests in the lumber line, leaving these to the management of Mr. Van Schaick and others. The personal and moral courage of Mr. Ludington, combined with energy, integrity, honesty, firmness and good judgment were the strong factors which contributed to his success in all his undertakings. He was averse to speculation, believing that strict business methods would best promote his interests, and the same convictions were manifest in his political career, his methods being only such as were legitimate and conducive to good citizenship.

He brought the first seed wheat from the East to Milwaukee, and purchased the first load of grain sold in that city, carrying the sacks which contained it upon his shoulders to the upper story of his warehouse, where he stored it. He had unbounded faith in the region which he had selected as the arena of his life's activities, and was foremost, whether as merchant, manufacturer or politician in advocating and advancing all measures looking to its advancement. Although personally at no time a resident of Chicago, his name is indissolubly connected with the development and progress of the city and its lumber business.

Mr. Ludington was married March 25, 1838, to Miss Frances White, of Louisville, Ky., who bore him several children. His second wife was Mrs. E. M. Tobey, to whom he was married June 7, 1875. His two sons, Frederick and Harrison, and four daughters, Mrs. James E. Patton, Mrs. Edward Elliott and Mrs. F. H. White, all of Milwaukee, and Mrs. A. G. Van Schaick, of Chicago, were present when he peacefully passed from earth. He left twenty-two grandchildren and one great-grandchild to share the heritage of an honored name. Mr. Ludington died at Milwaukee, June 16, 1893, aged eighty-three years.

George Ellery Wood. For the past forty years the name of George E. Wood has been familiar to the lumbermen of the Northwest. Mr. Wood was born in East Douglas, Worcester County, Mass., January 11, 1837, of an ancestry dating to the earlier settlement of the country, his great-grandfather being one of the first to settle at Grafton, Mass., where he held important positions in the town councils, and was for several terms a member of the State Legislature. George E. Wood spent his boyhood days in Worcester, Mass., graduating from its high school. In 1855 his parents removed to Moline, Ill., and George soon after entered the employ of Bur-nell, Gillette & Co., lumber manufacturers at Davenport, Iowa, opposite Moline.

His father dying in 1856 the young man was thrown upon his own resources, but his apprenticeship with Burnell, Gillette & Co. well fitted him in 1859 to engage in the lumber business on his own account, and, success attending his efforts, it is not surprising that we should find him in 1865 as one of the organizers of the Citizens' National Bank of Davenport, of which institution he remained a member of the board of directors, until his removal to Chicago in 1869, in which year he became a member of the firm of Kelley, Wood & Co., with a yard on West Twenty-second Street and Center Avenue. This firm operated saw mills at Muskegon, and for the succeeding eight years carried on an extensive manufacturing and wholesale lumber business, until 1877, when the partnership was dissolved, Mr. Wood taking the Muskegon mill and the large body of pine lands which the firm had acquired, and, relinquishing the yard business, turned his attention to manufacturing until 1890, when, his own timber supply being exhausted and the resources of the Muskegon district so diminished as to prevent the acquirement of adequate supplies for further operations, he decided to seek other fields. In 1891 he commenced the erection of a saw and planing mill of the most modern type at Woodboro, Oneida County, Wis., upon a large tract of timber land acquired upon the line of the "Soo" Railroad, incorporating the George E. Wood Lumber Company, of which George E. Wood is president, and William F. Wood, his son, is secretary and treasurer. The principal office of the company remains at Chicago, which has been the headquarters and business location of Mr. Wood from the time of the acquirement of the Muskegon property. Mr. Wood has been known as one of the most reliable, clear-headed and active among the lumbermen of Chicago, and none have commanded higher respect as merchant or citizen. He has occupied the position of director of the American Trust and Savings Bank since its organization in 1887, and his counsels in this and various other organizations with which he has been connected, have but increased the confidence and esteem of his fellows. Although never taking an active part in the affairs of the Lumberman's Exchange, he was for many years a member, contributing as best he could to its prosperity and advancement.

Mr. Wood was married in 1860 to Miss Harriet L., daughter of Lund Lovejoy, Esq., of Lowell, Mass. Mrs. Wood died in 1886, leaving one son, William F. (mentioned above as the secretary and treasurer of the George E. Wood Lumber Company), and one daughter, Annie L., the wife of Frank R. Meadowcroft, a banker of Chicago. In 1889 Mr. Wood was married for the second time, his bride being Mrs. Caroline M. Kelley, daughter of the late Hon. Seth Marshall, of Painesville, Ohio. He has for some years been a member of the Union League and Calumet Clubs of this city, although never taking an active part in political or club matters.

Charles Byron Flinn. Charles B. Flinn can scarcely be numbered among the pioneers of the Chicago lumber trade, while yet for so many years connected with it as to have left his impress upon its more radical development. Like many others

who, having inhaled the pungent fragrance of the pine, are drawn with an irresistible force to points where it is found in more plentiful profusion, Mr. Flinn is a native of the old "Pine Tree" State, where he was born in the town of Levant in 1847, receiving a good common-school education, supplemented by a course at Levant Academy. In 1869, at the age of twenty-two, Mr. Flinn came to Chicago and entered the employ of C. C. Thompson & Co., where he remained in the capacity of book-keeper and salesman for many years. In 1880 Mr. Flinn, in connection with Jesse Embree, formed the firm of C. B. Flinn & Co., located in the new stock yard district, Thirty-ninth and Halsted Streets, and the firm still continues, with yards at Riverdale on the Calumet River and at several points throughout the West. The firm is also engaged in the manufacture of lumber at Merrill, Wis., under the corporate name of the Illinois & Wisconsin Lumber Company, with headquarters in the Rookery building, this city.

George Guy Wilcox. Among the active business men who have grown up with the industries and institutions of the city is George G. Wilcox, former president of the O'Brien-Green Lumber Company. He was born at the corner of Western Avenue and Madison Street, April 23, 1848, and is the child of Erastus and Jane (Newell) Wilcox, who were very early settlers of Chicago and among its most distinguished citizens. The father was a native of Stockbridge, Mass., and came West in 1837, and first settled at Muskegon, Mich., where he built and operated the first saw mill ever erected there. At that date the Michigan peninsula was an utter wilderness; in fact, the whole country toward the West was sparsely settled by white people and was filled with Indians and wild animals, a veritable paradise for the hunter and trapper, but a poor place for the farmer or merchant to make a comfortable living. It was the pioneer period, destined to wear away soon before the Western rush for homes by a people of restless energy, hardihood and determination. The elder Wilcox was one of the pioneers and possessed in a marked degree the simple habits and honest purposes of that sturdy class. His judgment in locating at Muskegon was sound, because that city has since become one of the largest single lumber manufacturing points in the world. He was soon turning out large quantities of lumber, and, in addition to this business, established there a general store, in which Martin Ryerson (now deceased) was at one time a clerk. Two years were sufficient to satisfy Mr. Wilcox that, while Muskegon was destined to become a great lumber center, owing to the proximity of the immense pine forests, it could never become a great distributing center. He saw at once that Chicago, at the head of the lake and on its western side, was likely to become the distributing point for the great lakes, and, accordingly, in 1839, he sold all his business interests at Muskegon to his brother-in-law, Judge Theodore Newell, and came to Chicago, then a little village in the mud at the mouth of the Chicago River. He at once opened a small lumber yard and a coopershop and was soon as prosperous as the rest of the inhabitants of that time. From 1839 to 1890 he was a resident of Chicago, a witness of the development of this metropolis—

one of the wonders of the modern world. He was a man of such quiet habits, just principles, strict ideas of personal honor, and, withal, so kind-hearted and generous, that he never succeeded in amassing a fortune, although the opportunity was constantly before him. He was satisfied to be in easy circumstances, for such a life comported with his ideas of the methods of making money. He was so pure-minded that the advantages taken in sharp competition were considered by him unjust. He could not bear to witness the financial ruin of rival traders, and hence would never accept advantages that would result in their discomfiture. His word was as good as a bond, and his long life of ninety-two years was without a stain. He was a member of the Presbyterian Church from his boyhood. He passed away in 1890, leaving a heritage of honor to his descendants.

His son, George G. Wilcox, is the youngest of eight children, of whom four are yet living. He was educated at the public schools of the city, but at the age of thirteen years entered the dry goods house of J. B. Shay & Co., in the capacity of a clerk, at a salary of \$2 per week. Succeeding this, and previous to his becoming eighteen years old, he clerked in various stores, earning small though increasing salaries. When eighteen he entered the employ of his brother, S. N. Wilcox, who was engaged in the lumber business, with whom he remained continuously until the death of the brother June 17, 1881. He was steadily advanced until he secured a large interest and a prominent place in the establishment. His capacity for handling a large and complicated business manifested itself from the start and led to his rapid advancement and in the end to his fortune. It was a wonderful era—the hard times of the reconstruction period, the great fire, the panic of 1873, the depreciation of values, the resumption of specie payments—all were trials for his business sagacity, schools for the development both of skill and character. He steadily broadened under the instruction taught by stern experience among keen and ambitious business competitors, until his management of the gigantic interests of the company produced large profits and a splendid commercial standing. With large tracts of timber land in Michigan, Minnesota and Wisconsin, and with mills of immense capacity, an enormous and complicated business was transacted, largely through the wisdom of his advice and the practical nature of his management.

In 1879 his brother, S. N. Wilcox, practically retired from the active conduct of the company's affairs, whereupon George G. was elected president and general manager, though he has, in fact, officiated as manager since 1875. Much of his success is due to the careful hints and suggestions given him by his brother, but, above all, the influence of their father, has in no small degree strengthened the already excellent reputation of the company. Since his brother's death in 1881 George G. has conducted the business successfully and profitably and on a gigantic scale. He has shown exceptional fitness for the business, is an excellent judge of investments and markets and is one of the most prominent citizens of the city. After his brother's

death he was appointed administrator and trustee of his large estate and closed it up to the satisfaction of all concerned. In 1887 he became a member of the lumber firm of O'Brien, Green & Co. and a little later was made president. Their yards are now located at 2428 Main Street (near the bridge). In 1891 Mr. Wilcox, associated with others, purchased a large redwood tract at Albion, Cal., and was elected president of the company then organized. This company alone manufactures annually about 25,000,000 feet of lumber. Mr. Wilcox is handling extensively at the present time large and valuable tracts of pine timber land in Wisconsin, Michigan and Minnesota. He also owns and manages valuable real estate interests in this city. He is one of the wealthiest and one of the most influential business men of Chicago. He is a hard worker and both physically and mentally is capable of conducting immense business interests. In short, he is a typical Chicagoan, full of the pluck, energy and enterprise that have made the business men of the city famous, and have, in half a century, made it the metropolis of the West and the wonder of the commercial world.

On the 8th of December, 1870, he was united in marriage to Miss Mary Church, daughter of Hon. Gaylord Church, of Meadville, Pa., and by her has two living children: Alla J. and Gaylord Sextus. Gaylord Church was for many years one of the most prominent public men of Pennsylvania. He was a member of the Supreme bench for ten or twelve years and for ten years was presiding judge of Crawford County and one of the ablest and most prominent lawyers of the State. Mr. Wilcox is a member of Evans Lodge No. 524, F. & A. M., of Evanston, and of St. Mark's Episcopal Church. He is a staunch Republican and a prominent member of the Union League Club, in which he takes great interest and at which his genial presence is often found.

Charles B. White. Few men have been more prominent in the development of the lumber trade of Chicago than Charles B. White, whose connection with the trade dates continually from 1863 to 1893.

Mr. White was born in Jefferson County, N. Y., in March, 1816, but was raised in Genesee County of that State, until in 1837 when he removed to Homer, Calhoun County, Mich., where he engaged in farming and general merchandising. In 1854 he came to Illinois, and to Chicago in 1861. In 1863 Mr. White associated himself with Alva Trowbridge, who at that time had a saw mill at Muskegon, Mich., with a Chicago yard for the sale of his mill product, on Lumber Street, near Twelfth. This partnership continued for two years, when Mr. James H. Swan, a son-in-law and former partner of Mr. Trowbridge, returning from a brief service in the army, was admitted to the partnership and the firm became White, Trowbridge & Co. After one year, Mr. Trowbridge retiring, the firm became White & Swan, with saw mill at Muskegon and yard on Ogden slip, Archer Road, Chicago. This firm continued in the yard trade until 1871, when Ira O. Smith, being admitted to partnership, the firm name was changed to White, Swan & Co., Mr. Smith taking charge of the manufacture at the

Muskegon mills, while Messrs. White & Swan took an office on the lumber market at the foot of Franklin Street, for the sale of their mill product by cargo and at wholesale.

In 1888 the timber holdings of the company in Michigan having been lessened to an extent approaching exhaustion, and no more being available, the partnership was dissolved, and Mr. White retired from active business to round out a busy life amid the comforts of a handsome competency and in the enjoyment of the esteem of a large circle of friends, both in the social and business world.

Mr. White was married in March, 1840, at Homer, Mich., to Miss Betsey E. Rosecrantz, who died in November of the following year. Remaining a widower for six years Mr. White on December 26, 1847, was married to Miss Mary Jane Prior, a granddaughter of Col. Amos Roberts, of Grand Rapids, Mich. The union, consummated nearly half a century ago, has proved a happy one, but of its issue of four children only one, Mrs. J. R. Custer, of this city, survives.

Thomas H. Sheppard was born in Cumberland County, N. J., March 14, 1844. His parents, Thomas C. and Mary Marr Sheppard were both natives of that State and his grandparents were among the pioneers. All were engaged in agriculture, sturdy, honest citizens, who aided in clearing the way for progress so that their children could travel over it. The boyhood of Thomas H. was passed on his father's homestead in Cumberland County, much in the fashion of the period. In winter he attended school, nor did after-school hours present an opportunity for loafing. Boyhood then was manly and self-reliant. In 1863 he completed his studies at the State Military Academy, Trenton, N. J., and the same year came to Chicago. His first position in the West was that of reporter for the *Chicago Tribune*. After a little while he obtained a position in the railroad postal service under Gen. Armstrong, and has the honor of being among the first to take a mail car out of this city, the trip being over the Galena Division of the North-Western Railroad. Two years later he accepted a position as traveling salesman for the drug house of Fuller & Fuller. Two years after this he accepted a position in the office of Bradley & Mather, who were engaged in the lumber trade, but soon after, when Mr. Mather retired, he purchased an interest in the business and the firm became Bradley, Sheppard & Smith. After five years' connection with the firm he joined A. R. Gray, under the name of A. R. Gray & Co., which partnership continued until 1883. In that year he established his own yards on Twenty-second Street. During the past decade he had built up a large and constantly increasing business in the manufacture and wholesaling of lumber, with mills at Ashland, Wis., and Menominee, Mich., his trade being wholly in pine lumber and embracing an extent of 60,000,000 feet annually, distributed from Maine to the Pacific coast. In this vast business he was associated with Mr. C. P. Miller, who, having an interest in the same, filled the responsible position of secretary of the company. Mr. Sheppard was for many years a member of the Lumberman's Exchange, being fre-

quently elected to the directorate, and was, at the annual meeting, March, 1893, elected president of the Lumbermen's Association (a reorganization of the Lumberman's Exchange). In 1881 and 1882 he was secretary and treasurer of the Ontonagon Lumber Company, and was a director in the American Trust & Savings Bank, and an honored and valuable member of other social and commercial organizations.

His marriage in December, 1870, to Miss M. Louise, daughter of Stephen G. Clark, and the birth of a daughter (named after its mother) proved a perpetual well spring of happiness during his future life. His father-in-law, Stephen G. Clark, was the first managing agent of the Western Union Telegraph Company at Chicago, and, although not a pioneer of the city, his name is enrolled among the best known and most enterprising of its old settlers.

In politics Mr. Sheppard was a Republican, entering the arena of real life at Chicago, when his party put forth its power to save the country from dissolution or a monarchy, he continued to uphold its principles, although never accepting office, or assuming a bigoted partisanship.

In his business affairs he was conservative, yet enterprising, weighing well the bearings of each new venture of commercial life before entering upon it. As a citizen he was broad and liberal, while earnestly favoring those policies which he esteemed wisest for the interest of the city, State or nation, while yet modest in advancing his opinions.

Few men have left a deeper impress upon the affections of all who have associated with him in commercial and social life, and few are followed to the grave with greater sense of personal loss or by an equal number of sincere mourners.

Mr. Sheppard died June 10, 1893, after a brief illness from peritonitis, leaving a memory fragrant with home affection, commercial honor and social respect. His life was no failure in all that marks true manhood. He was borne to the grave by members of his favorite hunting club and associates in business, leaving a memory fragrant with manly virtues as a rich heritage to a large concourse of stricken friends.

But a few months previous to his death Mr. Sheppard was, in March, 1893, elected to the presidency of the "Lumbermen's Association," having for many years been a member of the former Lumberman's Exchange and serving it in the capacity of director and member of its standing committees, in each capacity exhibiting those traits of character which marked him a wise, judicious and useful officer, and in his death the association felt the loss of a capable and efficient executive an honored merchant and a faithful friend.

James Bruner Goodman was born in Potter County, Penn., in the pine woods "alongside a saw mill," about fifty years ago. He was the son of Owen Bruner Goodman, a lumberman at Pike Mills. His father died when James B. was about seven years of age, and his mother removed to Columbia with her three children, and there the boy was afforded the advantages of private schools and the academy, until he was fourteen

years of age. In these youthful years he spent much time in the sawmills and lumber yards of the town, and learned the rudiments of the lumber business. On leaving the academy he entered a newspaper office and was for some time engaged as a reporter and general writer, for which he had developed aptitude. He next entered the employ of his uncle, Gen. Horace Williston, a lumber manufacturer at Athens, Penn., but again returned to journalistic work as assistant editor of the *Steuben Courier*. At the breaking out of the war in 1861 he was editor of the *Williamsport Bulletin*. He then enlisted as a private in a Pennsylvania regiment. Serving in the Army of the Potomac, he was several times promoted, and was honorably discharged with his regiment in 1864. On being mustered out he assisted in raising a new regiment, but had some misunderstanding about his official position and returned to civil life at Athens. He had flattering offers of command in other new regiments, but, having made business contracts, he declined further commissions. He served for a time as auditor of the North Pennsylvania Canal Company and with its successor, the Lehigh Valley Railroad, but lumber had the greater charm, and in 1867 he went to Chicago to represent the interest of Charles F. Welles in the firm of Welles & Spalding. The following winter Mr. Welles sold to H. H. Porter, who, after some years' successful lumbering, sold to Spalding, Houghteling & Johnson, the predecessors of the Menominee River Lumber Company. Before this Mr. Goodman had become associated with Mr. Porter in the firm of Porter & Co., lumber manufacturers, with a mill at Onekama, Mich., and continued the business until in 1873, when the mill and remaining timber was sold to A. W. Farr & Co. Meantime, in 1869, Mr. Goodman became associated with his brother, W. O. Goodman, and C. H. Bogue, in the firms of C. H. Bogue & Co. and Goodman, Bogue & Co., who for many years ran lumber yards at many points in Illinois, Iowa, and Nebraska. This continued until in 1878, when the Goodmans withdrew from the Illinois yards, but retained their interest in Nebraska until 1887, when they sold all their retail yards to C. H. Bogue & Co. In 1878 the Sawyer-Goodman Company was established in Chicago by Philetus Sawyer, James B. Goodman, William O. Goodman and Edgar P. Sawyer, with mills at Menekaunee, Wis. In 1881 the firm became incorporated under the laws of Wisconsin: Philetus Sawyer, president; Edgar P. Sawyer, vice-president; James B. Goodman, secretary, and William O. Goodman, treasurer, and so continues. In 1882 the Marinette Lumber Company was organized, with James B. Goodman president and William O. Goodman secretary and treasurer. In 1891 the Quinnesec Logging Company was organized with James B. Goodman president, and built about twenty-five miles of railroad from the Menominee River opposite Iron Mountain, southwest, to three townships of timber lands, the property of the Marinette Lumber Company. Because of his business interests Mr. Goodman removed his personal residence from Chicago to Marinette some years ago, and is still a resident of that city, but spends much of his time in the Chicago office, where, in connection with his lumber interests, the firm of Jas. B. Goodman & Co. does a large business in

real estate, the accumulation of which began in 1871, and includes many tracts in Michigan and Wisconsin, besides Chicago city and suburban property. Mr. Goodman is interested in the Menominee River Boom Company, which he helped to reorganize in 1889. He is secretary and manager of the Wisconsin & Michigan Construction & Manufacturing Company, and is president of the Peninsula Iron & Lumber Company. Both these companies are large owners and operators of timber lands; Sawyer-Goodman Company and Marinette Lumber Company are timber land owners and lumber manufacturers; Jas. B. Goodman & Co. are operators in timber, mineral, and farm lands. These, with other interests, make an aggregate of affiliated business which Mr. Goodman never neglects, though the organization is so complete that he can leave it to run on while he travels to the ends of the earth. He claims to be a Presbyterian, is known to be a club man, and, in the words of Dana's celebrated description, "is a good man weighing two hundred pounds."

John Oliver. No history of the lumber trade of Chicago would be complete without mention of John Oliver, who was born September 30, 1835, at Riccaton, near Kilmarnock, Ayrshire, Scotland, where he received all the advantages of a common-school education, until at the age of fifteen he, in 1851, decided to emigrate to the new world of America, of which he had heard so much and formed so favorable opinion. Reaching this country, he at once turned his face westward, and at Buffalo found the steamer "Globe" ready to take him around the lakes to Kenosha, Wis., where, finding no encouragement for a lad of broad speech and modest mein, he swung the bundle which constituted his earthly possessions over his shoulder, and walked all the way to Chicago, where he could not hope to find a single soul who knew him, or could befriend him.

Chicago, even as late as that, did not extend, to any degree, beyond the dwelling of the Felkers, which was located near Indiana Street, and the river. Beyond, to the north and west, tall cottonwoods were still standing, and beyond Chicago Avenue was a virgin forest. A few lumber yards had gone as far south as Van Buren street, and as far north as the edge of the forest at Indiana Street. The lad was fortunate in the spring of 1852 in finding employment as a tally boy in the yard of Norton Brothers, "Chris" Johnson being the tallyman. The average sales of a prosperous yard at that time were about 5,000,000 feet, but in 1855 Mr. Norton thought to outstrip his neighbors, and ran his sales up to 17,000,000 feet, largely a canal trade, and in order to gain the eclat of the big record, sold lumber on very small margins, one large sale to John Hosick, of Peoria, being made at an advance of but one shilling per thousand feet above cost.

Taking rapidly to his new occupation, the boy was soon advanced to a position in the yard, and three years later we find him occupying the position of foreman in the yard of Ryerson, Miller & Co., where he remained until the spring of 1858. The panic which struck the country with the force of a cyclone in September, 1857, was

particularly hard upon the lumbermen of Chicago. Fencing and common boards which had sold during 1856 and the spring and summer of 1857 at \$17 per thousand feet, dropped in the autumn and winter of 1857 to \$12, with a steadily downward tendency. One morning in the spring of 1858 Mr. Oliver on his way to the office saw a sign at the office of Edwin Canfield which read, "Common Lumber \$8." On reaching the office he mentioned the fact to his employer, Miller, who was incredulous and was sure it could be only for culls or very coarse common. It was soon ascertained, however, that it was for good common, and the price fell yet another dollar, and good sound common sold at retail for \$7 per thousand feet, while cargoes of good Muskegon "mill run" sold as low as \$5 from the vessel. These times tried (lumber) men's souls, and it is little wonder that, characteristic of the man, he left a business which could not afford a foreman, and opened a wood yard, for people must keep warm, if they did stop building, or improving their dwellings. Mr. Oliver's yard was at the foot of Carroll Avenue, and he retailed good body maple at \$2.75 per cord, which in these days of the coal combine, makes one sigh for the "good old days of our fathers."

In 1860 Mr. Oliver was married to Miss Mary McLaren, of Dubuque, Iowa, a sister of John McLaren, elsewhere frequently mentioned. In 1863 Mr. Oliver entered the employ of Beidler Bros. in the capacity of book-keeper, and about this time became interested in the vessel business in connection with his other business, and it continued to command his attention up to the time of his decease. About 1868 the firm of Cutler (A. E.), Oliver (John) & Anderson (B. L.) was formed (with a yard on Mason slip, near the corner of Fisk and Twenty-second Streets), which a year later, by the retirement of Mr. Cutler, became Oliver & Anderson. In 1870 Mr. Oliver became connected with George H. Ambrose, under the firm name of Ambrose & Oliver, doing a general logging and manufacturing business in Michigan under the supervision of Mr. Ambrose, Mr. Oliver handling the Chicago end in disposing of the lumber, furnishing the means, etc., and this continued for several years, when Mr. Oliver was satisfied to gradually retire except from the care of his real estate interests.

We have mentioned that Mr. Oliver reached Chicago a poor boy, yet so full of energy and enterprise that abundant success crowned his efforts. He had become wealthy, but he left to his family what is of higher value than riches, the heritage of an honored name. He was ever ready to give advice when asked for it, and many an older than he, sought his counsel. He was one of whom the lumbermen of Chicago, as well as his compatriots of old Scotia, might well feel proud. He was a self-made man and an honor to the lumber history of Chicago.

Mr. Oliver died very suddenly on the evening of August 3, 1894, and in such manner as he would have chosen to leave the scenes of life's activities. Residing opposite Garfield Park, it was his favorite custom to enjoy his pipe under the shade of its beautiful trees. On the evening named he had taken his favorite seat and watched the progress of the most extensive conflagration which had ever visited the distant lumber district. Not returning home as expected he was sought for at his favorite seat, and

was found sitting in an upright position, but the spark of life had fled, presumably from heart disease. So, quietly, evidently painlessly, passed away one of nature's noblemen, a man who enjoyed the respect and was mourned by all who knew him. As might be judged from the foregoing sketch, Mr. Oliver was strong in his friendship and happy in his family ties. He left behind him his wife, three sons and a daughter, Mary Grace, just budding into womanhood, a son and a daughter having died at a tender age. Two sons, John Jr. and William G., who commenced a lumber business in 1888 (the third son Albert being now in the employ of his brothers), are mentioned farther on.

Oliver Brothers. "Worthy scions of an honored parentage" is no far-fetched appellation to be employed in speaking of John Oliver, Jr., and his brother, William George Oliver, sons of the late John Oliver, and who now comprise the firm of Oliver Brothers. John Oliver, Jr., was born in 1861, receiving his education in the schools of this city. At the age of fifteen he entered the office of William Meglade, one of the earliest commission dealers in the lumber trade of the city, as office boy and collector, and a year later was employed by the firm of John Mason Loomis & Co. in the same capacity, meantime perfecting his education at a commercial college, fitting him to spend the succeeding five years as book-keeper for a hardware firm. In 1885 he formed a partnership with L. W. Fick in the lumber business, and Fick & Oliver continued at Blue Island Avenue and Leavitt Street until the death of Mr. Fick in the fall of 1887, when, the affairs of the firm being settled, Mr. Oliver was joined by his brother William G., in the spring of 1888, in the formation of the firm of Oliver Brothers, which soon after located on Ullman Street, south of Thirty-fifth Street, where, with 1,200 feet of dock front, they have since remained in the enjoyment of a reasonable share of the city's trade. Mr. Oliver was, December 21, 1892, married to Miss Ella Richardson, of this city.

William George Oliver, second son of John Oliver, Sr., was born in 1863, and received his education in Chicago schools until in 1875, when, after taking a course in the Metropolitan Business College, he took a position for two years in a hardware store in this city, supplemented by several years' service in the employ of John J. Bryant, of the Board of Trade, and a subsequent membership in the Board, and as representative of George Knowles, Esq., of Milwaukee, when he entered into partnership with his brother John, as above related. William was married in 1890 to Miss Louisa Eizner, of this city.

The Soper Lumber Company. The youth of Albert Soper, the founder of the Soper Lumber Company, was spent in hard work upon a farm, like that of thousands of other American boys who afterward rose to distinction in special pursuits. Such boys are fitted by nature for higher duties and responsibilities; they have the penetration, industry, ambition, and capacity, no matter what walk in life they select, to rise above their companions by sheer force of character and ability. Fate or destiny did

not sentence Abraham Lincoln to a task of splitting rails during the whole period of his life, notwithstanding the fact that he could split more and better rails than any other man in Coles County. He was fitted to excel in whatever he undertook. Neither could poverty and hardship bind James A. Garfield to the tow-path for life. He had the capabilities of greatness, and so had Albert Soper. Had any other pursuit than the lumber interests been adopted by Mr. Soper he would have made his mark just the same. Think of it! What can be predicted of the future of a young man who will walk fifteen miles, work all day, and return fifteen miles to his home at night. Such pluck, industry, and determination are rare even among the most successful men. And yet Albert Soper started in life with just such pent-up force. Like a piece of tempered rubber, the harder you threw him down the higher he bounded. He possessed the elasticity of an ivory ball. He had physically wonderful powers of endurance, trained properly on a farm away from degenerating city vices, and possessed a mind strong, alert, and discriminating; in short he was both a logical thinker and a trained athlete. Where is the young man to-day who would seek work if he had to walk thirty miles a day to find it? And yet this is a more enterprising age than the one which looked frowningly upon the youthful determination of Albert Soper.

He was born in Rome, N. Y., in February, 1812, seeing the world for the first time the year that Great Britain, undertook, by force, a second time, to override the American people. His ancestors were English, early settlers on Long Island, whence they removed to Rome in the beginning of the present century. He grew to manhood on the farm of his father, Philander Soper, near Rome, receiving a good common school education, and when eighteen years of age learned the carpenter's trade, which he followed for several years. A little later he engaged in the lumber trade, and while thus employed built the first planing mill erected in the Mohawk Valley. He steadily pursued this occupation at Rome, lumbering and manufacturing sash, doors, blinds, etc., until 1865, when he came to Chicago to enlarge his field of action. It was then at the close of the war, when Chicago began to exhibit the remarkable commercial energy which has made her the Queen of the West and the pride of the Union. Mr. Soper, with characteristic energy and thrift, threw himself into the flood of lumber development here, and was soon on top. He formed a partnership with George H. Park, under the firm name of Park & Soper, with yards at Canal and Lumber Streets, and the firm conducted very successfully a wholesale lumber business until 1878, when Mr. Park sold his interest in the plant to James Soper, a brother of Albert. The two brothers then took as a partner James P. Soper, a son of Albert, and the firm thus constituted continued the business under the title of Soper Bros. & Co., which association existed until 1884, when another plant—The Soper & Pond Company—was absorbed and the entire business reorganized and incorporated under the name of The Soper Lumber Company, with a capital of \$300,000. Albert Soper, by reason of his age, experience and ability, was made president; James Soper, vice-president; Alexander C. Soper,

treasurer, and James P. Soper, secretary. The business of the company previously had been confined to an extensive wholesale trade which extended over all the Northern States and as far south as Tennessee, but upon the absorption of the Soper & Pond plant, the firm succeeded to the manufacturing branch of that company then located at Muskegon, Mich. These mills were continued up to 1890. In 1886, however, the company bought extensive timber lands at Menominee, Mich., where their mills have since been located. These mills have an annual capacity of 30,000,000 feet of lumber, with shingles and lath in proportion, and are among the most extensive in Michigan.

Mr. Albert Soper died in May, 1890, and his wife in January, 1894, and James Soper became president and continued in that position up to his death in October, 1891. The present officers of the company are Alexander C. Soper, president; James P. Soper, vice-president; Charles G. Poggi, secretary, and Charles Rudderham, assistant secretary, the last two members having been connected with the firm for a number of years in clerical positions. The yards, planing mills and docks of the company have been located at Laflin and Twenty-second Streets since 1868, and are among the most extensive in the city. The firm has confined its trade exclusively to pine and dressed lumber and has sold annually from 40,000,000 to 50,000,000 feet.

Albert Soper, the head and founder of the house, was pre-eminently a business man, and devoted his entire attention and superior ability to the development of his firm. He was an excellent citizen, with correct and comprehensive views on law and life and established a most honorable name in the business world in the development of which he was an important factor. He was for a number of years a director in the Hide & Leather Bank and a member of the Lumberman's Exchange. He was married in 1836, to Miss Esther Farquharson, also a native of Cherry Valley, New York State. His widow and five children survive him: Arthur W., formerly a prominent railroad man, is now president of the Safety Heating and Lighting Company of New York City; Mrs. Adelaide M., wife of George Merrill; Alexander C., James P., and Etta A., wife of William P. Smith, the last three residing in Chicago.

Alexander C. Soper, who is now president of the above firm, was born in Rome, N. Y., January 5, 1846. He received superior educational advantages, attending the schools and academy of his native town, finishing with a collegiate education at Hamilton College from which institution he graduated in the class of 1867. He then joined his father's family, who had removed to Chicago, and entered the old Merchants Loan & Trust Company Bank and was employed in a clerical position for a short period. He then entered his father's firm and commenced to learn the lumber trade, to which he has since devoted his entire time and attention. He remained with the old company until 1870, when he embarked in business for himself in an association with Mr. W. M. Pond, forming the Soper & Pond Company. This firm rapidly acquired a large trade and was in a prosperous condition when it was merged into the

present company in 1884. Mr. Soper has a thorough knowledge of the lumber trade, and is a superior business man, genial and polished, having all the requisite attributes to conduct to a successful conclusion large interests and corporations. He has been a prominent figure in the development of the gigantic lumber trade here and has served as president of the Lumberman's Exchange. He was also the president of the Michigan Shingle Company for a number of years, operating one of the largest mills at Muskegon. He is also secretary and treasurer of the Illinois & Georgia Improvement Company, a railroad construction company, building a railroad between Macon and Savannah, Ga. Mr. Soper is a man of progressive ideas and an honored and esteemed citizen. In politics he is an Independent Republican, but being a man of business and culture has never sought office. He has large and valuable business interests, and devotes his time to their management exclusively. He was married in 1871, to Miss Mary E. Pope, also a native of Rome, N. Y., and daughter of Dr. G. W. Pope, of the same city. They have two children: Alexander C., Jr., a student at Hamilton College, and Edward Huntington. His family are members of the First Presbyterian Church. Mr. Soper is one of the young, active and successful business men who have made Chicago famous for its industrial enterprise.

James P. Soper, the youngest son of Albert Soper, founder of this company, was born in Rome, N. Y., September 28, 1851. He attended the schools of his native town until the removal of the family to this city in 1865, after which he graduated from the high schools here. At the age of eighteen years he entered the lumber business as book-keeper for his father, who was then associated with Mr. Park under the firm name of Park & Soper, and so well did he apply himself and so rapidly did his services become valuable to the company that two years later he became a partner, and the firm took the name of Park, Soper & Co., James P. being the company. Under this name the firm continued business for six years, James P. having general management of the yards and mills. At the expiration of the six years James P. and his uncle, James bought the interest of Mr. Park in the concern, whereupon the firm became Soper Bros. & Co., and continued business as such until October, 1884, when it was incorporated as the Soper Lumber Company, as already related. At this time James P. was made secretary, but in October, 1891, he was elected vice-president. He now has charge of the yards and mills. He is a thoroughly practical business man, progressive and active, full of expedients to widen and improve the trade of the company, and stands high in business circles. He is a member of the Union League and Illinois Clubs, and for two years has been treasurer of the Lumbermen's Association. He is vice-president of the Menominee Bay Shore Lumber Company. He is yet young and his excellent business ability and large experience in the lumber trade, having been engaged in it all his adult life, qualify him in the highest degree for a successful business career.

On November 16, 1882, he was united in marriage with Miss Henrietta H. Hill, a

lady he had known from childhood. She was also born in Rome, N. Y., and is the daughter of Henry S. and Mary D. (Draper) Hill. Mr. and Mrs. Soper have two children: Geraldine D. and James P., Jr. The family are members of the Third Presbyterian Church.

Charles Arthur Street, senior member of the firm of Street, Chatfield & Keep, was born at Newmarket, near Toronto, Canada, in 1842. While Charles was yet of tender age, his father, who was a clergyman of the Church of England, removed to the States, and, connecting himself with the Episcopal Church of the United States, settled in Davenport, Iowa, in 1850, subsequently ministering to the parishes of Bellevue, Iowa, Tiskilwa, Ill., and other localities. Under the tuition of his father and in the public schools, Charles received his education, until, at the age of eighteen years, he entered the office of Thomas Basnett, secretary of the "Caton Telegraph Company," at Ottawa, Ill., to learn the science of telegraphy. Remaining there but a few months, he came to Chicago and entered the employ of George Dunbar, who dealt in railroad supplies at 19-21 Dearborn Street, receiving a salary of \$15 per month, and was with him when news arrived that Fort Sumter was fired upon. After the battle of Fort Donelson, telegraph operators being required at Cairo, Ill., Mr. Street went to that place in the employ of the telegraph company, remaining for about a year, when, being taken sick, he returned to his father's home at Dixon, Ill. On his recovery, he for a time had charge of the railroad telegraph office at Dixon, then, coming to Chicago found employment as cashier of the business department of the *Chicago Times*, and was with that paper at the time of its suppression. He soon after entered Government service as chief clerk in quartermaster's department for transportation of troops at Chicago, which position he filled until the war closed. He then engaged in the book and stationery business at 101 Washington Street, and sold out in 1868, to form a partnership with Richard Mason in the lumber business, which he has continued to follow until the present day. The firm of Mason, Street & Co. continued but one year, when Wayne B. Chatfield bought Mason's interest, and the firm of Street & Chatfield was organized, with a yard on Roberts Street, near Chicago Avenue bridge. The fire of 1871 wiped out their yard, but failed to affect the enterprise and courage of the members of the firm, who in less than a week were buying cargoes and retailing lumber for the rebuilding of the city, with as much heart and faith in its future as though misfortune had not well nigh swept away their entire capital. The firm, in 1877, purchased the yard and business of the old-time firm of Avery, Murphy & Co., and instituted the firm of Street & Chatfield, in the lumber district connected with, but with interests varying from the North Side house, and in 1878 admitted Marcus M. Darr to the partnership, which now took the name of Street, Chatfield & Darr. In 1880 Mr. Darr withdrew, Frederic A. Keep taking his place, and the firm of Street, Chatfield & Keep continued the yard at Twenty-second and Fisk Streets until 1890, when it was discontinued, and the business consolidated with that of the North

Side, which, after occupying one location for twenty-five years, was removed to North Avenue, corner of Fleetwood Street. Mr. Street, who has through all the passing years been the ruling mind and guiding hand of the extensive operations of the various companies, still retains that position, Mr. Chatfield having been somewhat delicate in health, and seeking comfort and pleasure in travel, through the willingness of his more robust partner to assume the care of their extended business. Mr. Chatfield died October 31, 1892. In 1888 the Interior Lumber Company was organized, with extensive mills at Interior (Upper Peninsula) Mich., of which Mr. Street is president; Frederic A. Keep, treasurer; and, at the time of his death, Wayne B. Chatfield was secretary. This company has an office at No. 700 Temple building, corner of La Salle and Monroe Streets, and manufactures about 25,000,000 feet of lumber per year. The firm has from its organization been a member of the Lumberman's Exchange of Chicago, Mr. Street having filled the office of secretary of the Lumberman's Board of Trade from its reorganization in February, 1874, to the election of a paid secretary a month later, the records showing daily meetings during the interim, Mr. Street being elected one of the directors. During this time Mr. Street was a member of a delegation to visit the Legislature at Springfield and secure the passage of lien laws, so successfully fulfilling their task that the law then adopted was not again amended until during the session of 1891, when the changed conditions demanded modifications. When a year later (1875) the Lumberman's Board of Trade and the Lumberman's Exchange were consolidated under the charter of the latter organization, Mr. Street was again elected to the board of directors, and was seldom omitted from that position during the continuance of the Exchange.

Mr. Street has been married twice; his first wife, Emily Kate McReynolds, of Detroit, to whom he was married in Chicago in 1870, dying in 1885, leaving two sons, both of whom survive, the eldest being in his senior year at Yale College, while the younger is a freshman in the same university. Mr. Street's second marriage was in 1890, to Miss Rosalind C., daughter of Charles R. Larrabee, of Chicago, by whom he has a son and a daughter.

Mr. Street was one of the early members of the Union Club, and still continues his membership. Few men have exerted a greater influence upon the business interests of Chicago than Charles A. Street, and none have labored with purer desire or more energetic effort for the advancement of its every interest, moral, political or social. After the fire of 1871 Mr. Street was one of the first to realize that the city could not be permanently wiped out, even by so great a calamity. The firm had acquired a reputation for honesty and integrity, combined with personal industry, and the loss of their lumber yard filled with excellent stock, combined with the loss of dwelling and household furniture, with uncertain insurance, which finally realized less than twenty cents on the dollar, failed to daunt the courage of Mr. Street, who, before the embers ceased to smoke, had purchased a cargo



G. B. Shaw

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of lumber and begun his business life anew. Not only was all outstanding indebtedness paid without question, but the firm's credit on the lumber market was unquestioned, and with indomitable energy, each partner joining in the needful manual labor, Mr. Street purchasing, and attending to the sorting and selling of stock, Mr. Chatfield handling the books and accounts, and assisting in the yard as might be needful, it is little wonder that in a few months the losses by the great fire had been fully recouped, and the firm had entered upon an era of prosperity which to-day marks it as one of the solid houses of the city, and Charles A. Street as its worthy representative and principal.

Gilbert B. Shaw. While the Western forests have been largely attacked by the brawn and muscle of men from the State of Maine, the yard business has been extensively developed by men from the lumber districts of Pennsylvania and New York.

Gilbert B. Shaw first saw the light in Ontario, N. Y., in 1837. He was educated at Genesee College, Lima, N. Y., graduating in 1860. Meantime his parents had moved to Illinois, settling at Moline to engage in the manufacture of lumber. In 1865 he engaged in logging and manufacturing in Wood County, Wis., rafting to the Mississippi River, this continuing for about three years. In 1869 Mr. Shaw came to Chicago and engaged as book-keeper with Kelley, Wood & Co., where he remained for five years. During this time, in 1870, he opened a retail yard at Kankakee, Ill., in connection with S. A. Brown, which, after about a year, was disposed of, and in 1871, the connection still continuing, a yard was started at Burlington, Kan., on the advance line of the Missouri, Kansas & Texas Railroad, then in course of construction.

This was the beginning of a policy of establishing a chain of retail yards throughout the rapidly developing West, and especially in Kansas, Nebraska and western Iowa, which subsequently became "a fad" among Chicago wholesale dealers. Extending their Burlington venture, Messrs. Shaw & Brown followed the lines of the Missouri, Kansas & Texas Railroad, and also that of the Leavenworth, Lawrence & Galveston Railroad, establishing yards in advance of settlement, and thus became pioneers in the policy of an extended line of yards in this new territory, their operations extending through Kansas. The firm of S. A. Brown & Co. and its operations continued for about ten years, when, upon its dissolution, a division of yards and territory took place, each party taking one-half of the sixty yards then under the control of the firm. In 1881 Mr. Shaw associated with him Mr. F. C. Jocelyn, and the firm of G. B. Shaw & Co. continued for about six years, during which time their Western yards were increased to the number of seventy-five, while Mr. Brown, who had continued in business, probably had increased his yards to an equal extent. In 1887 Mr. Shaw, discovering that the days of such widely diffused interests had passed their prime, decided to close up the business, and the time of the next year was devoted to disposing of the yards, which being accomplished, the active interest of Mr. Shaw in the lumber business came to an end. During the progress of the work thus detailed, in 1883, Mr. Shaw was elected vice-president of the Metropolitan National Bank

and devoted a considerable portion of his time to the interests of that institution until the spring of 1888, when he undertook the organization of the American Trust and Savings Bank, of which he was elected president, a position which he still holds.

Throughout his entire business career Mr. Shaw has possessed the respect and confidence of his fellow-merchants, and of the public to a pre-eminent degree, and no enterprise lacked of abundant support and pronounced success, with which he has been connected. So, too, in the financial world he has exerted a well-recognized influence which has placed him among the trusted and reliable financiers of the West, and particularly of Chicago. The mind which could conceive, and which combined with the conception, the nerve, to establish seventy-five lumber yards in a new country, rapidly settling with, in the main, a poverty-stricken people, who depended upon a year's industry to pay the bills of present living, argues the possession of no ordinary intellect, especially when the conception and nerve are directed to a successful issue, as in this case. Mr. Shaw is a notable type of the men who have secured for Chicago its reputation for that boldness of conception, and nerve and push in execution, which is the envy of the world.

Augustus Reynolds Gray. Mr. Gray was born in Morris County, N. J., in 1837, his father being a farmer, who inducted his young son during his earlier years into the mysteries of farm life, to which he did not take so kindly as his parents desired, and in 1851 he was sent west to Racine, Wis., where he was given two years of schooling at the seminary of that town. Leaving school, he was for several months engaged as a clerk in a drug store, and in 1855 was offered the position of chief clerk in the postoffice at Newark, N. J. His taste of Western life, however, had but created a strong desire to return, and in 1856 he came back to Racine, and, with H. L. Norton as a partner, opened a lumber yard under the firm designation of A. R. Gray & Co., a cognomen which has never been changed, and under which his business transactions are still conducted. In 1860 the firm removed its yards to Chicago, and located on the corner of Clark and North (now Sixteenth) Streets, subsequently removing to Laflin Street, south of Twenty-second, where they remained until 1880, when Thomas H. Sheppard purchased Mr. Norton's interest in the business, but the firm name remained unchanged, and the business was continued until 1889, when Mr. Gray purchased the interest of Mr. Sheppard and went out of the yard business, in which he had been actively engaged for thirty-three years. But, while relinquishing active connection, Mr. Gray is still interested in the trade in various ways, and the old designation of A. R. Gray & Co. is still retained.

In 1891 Mr. Gray became interested in the purchase of 500 acres of land south of the city, and was one of the original fifteen stockholders in the West Pullman Land Association, of which organization he is a director and holds the position of treasurer. The beautiful and thriving city of West Pullman, with its well-paved and sewered streets and general appearance of thrift and prosperity, bears witness to the foresight,

enterprise and public spirit of the association, which instituted and perfected many of the improvements before attempting to induce an influx of population.

Mr. Gray, from his earliest connection with the Chicago trade, was a member of the Lumberman's Exchange, and was for several years a member of its board of directors and of its important committees. He was married in 1854 to Miss Mary R. Norton, of Racine. One son and one daughter, (the latter deceased) have blessed the union. He is a member and warm adherent of the Second Presbyterian Church of Chicago.

George Henry Park. On a farm in the town of Millbury, Worcester County, Mass., in the year 1833, George H. Park first saw the light of day. His ancestry entitled him to the honorable cognomen of First Families of Massachusetts, for his paternal grandfather was a corporal in the gallant band whose sufferings at Valley Forge form one of the noblest pictures of heroic endurance which the many thrilling incidents of the Revolutionary War present. On the maternal side, his great-uncle, Gen. Ward, held important commands in the army, which, under the revered Washington, gained the freedom of the Confederate Colonies, which, though weak in numbers, were strong in that courage and patriotism which is still inherent in the 65,000,000 of their countrymen who are now enjoying the fruits of their valor.

George H. received such education as was afforded by the common schools of Millbury and betimes in the work of his father's farm. At the age of twenty he, in 1853, entered the employ of Armsby, Morse & Co., of Millbury, and learned the practical work in the manufacture of sash, doors and blinds, remaining with the firm for five years.

In June, 1858, he came to Chicago and secured a position as foreman in the factory of Hall, Merry & Co., sash, door and blind manufacturers on State Street, near North (now Sixteenth Street), until, in February, 1860, he bought an interest in the business and organized the firm of Fenner, Park & Co., which continued until 1864, when he removed to 775 South Canal Street, and in June of that year organized the firm of Edwards, Park & Co., continuing until June, 1866, when Albert Soper became connected with him and the firm of Park & Soper continued until 1880, when Mr. Park sold his interest to James P. Soper and withdrew. In the same year the firm of Park & Page established a planing mill on the corner of Twenty-second and Laflin Streets, which, after operating for two years, was sold to Hinckley & Co. In 1880 Mr. Park had formed a connection with W. S. Babcock, and the firm of Babcock & Park opened a lumber yard at 2100 Grove Street, where the business was continued until May, 1885, when Mr. Park bought the interest of Mr. Babcock, and for two years longer continued simply as George H. Park. In the spring of 1887 he sold out to Louis Hutt and retired from active yard business. Since that time he has bought and sold a few million feet of lumber each year, but has devoted his time more especially to real estate and money loaning. He resides at Austin, one of Chicago's pleasantest suburbs, where he is

recognized as a public-spirited and progressive citizen. He was married in 1860 to Miss Elvira J. Willard, daughter of Josiah and Mary B. Willard, of Fitchburg, Mass.

Charles A. Paltzer. Charles A. Paltzer, son of Jacob P. and Mary C. (Faber) Paltzer, was born in Prussia, November 5, 1845. The family came to the United States in the fall of 1857, resided in New York the succeeding winter, moved to Terre Haute, Ind., in 1858, and in 1860 established themselves at St. Louis, Mo. Jacob P. Paltzer died in that city in 1866 and Mrs. Paltzer, his widow, in 1890.

Charles A. Paltzer received a very liberal education. In Prussia he attended school until his twelfth summer; was at Terre Haute, Ind., for two years, and again at St. Louis, Mo., where he graduated from the St. Louis University in 1866. The next year he obtained the position of book-keeper for the steam-pipe and brass-goods house of James O. Alter. Two years later he accepted a similar position with the lumber firm of Thompson Bros. & Co., later Thompson, Henry & Co., of St. Louis, Mo. In 1871 Thompson, Henry & Co. opened yards at Chicago, and, aware of the probity and business qualifications of Mr. Paltzer, placed him in charge of their office here in January, 1873. That firm dissolved partnership in 1874, and Mr. Paltzer became a member of the new firm of C. C. Thompson & Co. For ten years this firm carried on an immense business here, and conducted also a branch house at Kansas City during part of the time. In April, 1884, the firm of C. C. Thompson & Co. dissolved and Mr. Paltzer formed a partnership with Messrs. H. W. Chase and D. S. Pate, and continued the lumber business on the premises theretofore occupied by C. C. Thompson & Co., under the firm name of C. A. Paltzer & Co. The entire management of this business has rested with Mr. Paltzer, the yards of Chase & Pate, on the West Side, claiming the time and attention of his partners. In May, 1892, Mr. Pate retired from the firm. The appearance of C. A. Paltzer & Co.'s great lumber depot, at Archer Avenue and Quarry Street, speaks at once of business-like methods and tells the visitor plainer than words that the man who directs this business understands it thoroughly. The dry-kilns are capacious and the intramural transit system is perfect. Every device conceivable for the safe and prompt handling of great quantities of lumber is found here, and a large stock is continually on hand.

When the Lumber Dealers' Association was organized, in March, 1886, Mr. Paltzer was elected president and re-elected in 1887. Meantime he was a director in the Lumberman's Exchange, its president in 1890-91, and active in all affairs in which lumber interests were concerned. It was during his term as president of the Exchange that the new organization of 1886 was merged into, or consolidated with, the Lumberman's Exchange and the name changed to Lumbermen's Association. The change was made February 28, 1891, and acknowledged, March 6, by Charles A. Paltzer as president and Edward E. Hooper as secretary.

Mr. Paltzer married Miss Clara C. Woodruff, daughter of Walter N. Woodruff, of Chicago, December 5, 1878. The lady's father built the Woodruff Hotel, on Wabash

Avenue and Twenty-first Street, at a time when a majority of citizens calculated that Twelfth Street would be the extreme limit of the hotel district at the close of the century; but Mr. Woodruff, had faith in the city, and the Woodruff Hotel stands to-day a testimony of this faith. To the marriage just noted, three children were born, namely: Catherine W., Susan E. and Charles W. Mr. Paltzer is a member of the Washington Park Club and many other organizations whose aim it is to raise the commercial and social standing of this city to the highest plane. His education, his home training, and his wide experience in the lumber trade, added to a disposition to suffer rather than perpetrate an injustice, render him an admirable citizen.

D. S. Pate. From the earliest times the English Government has been the colonizer of many of the wildest portions of the world. Resting, itself, upon an island of limited extent, but with a rapidly increasing population, her people have found it necessary and very advantageous to leave the island and seek homes in distant quarters of the earth. The continent of Europe was thickly populated and no schemes of colonization could find a footing there. So America first took the surplus population although later, strong tides were directed toward the luxuriant island of Australia and the ancient peninsula of India. But the tide of English emigration continued to pour its resolute stream into the United States and Canada, and continues to do so to this day.

On March 24, 1839, there was born in Devonshire, England, a boy who was destined in 1842 to be taken across the wide Atlantic ocean in a sailing vessel, by his parents, Thomas P. and Temperance (Davey) Pate. That boy was Davey S. Pate, now one of the most prominent and successful lumber merchants of this city. But the jump from the sailing vessel of 1842 to the large lumber yard of to-day is too far, and the span must be bridged by the trials and labors of half a century. That half century, so full of trying experiences and so replete with successive victories over countless obstacles, sums up the youth, early manhood and middle age of Mr. Pate. In short, it comprises the better and greater part of his life, though the years have dealt kindly with him and left him at the age of fifty-three with an erect form and a clear mind.

Back in 1842, when the parents with their little flock landed in the United States, they came West and located at Galena, Ill., which was then a wild place in a wilder prairie country. Nothing but trials, hardships and self-denials awaited the family when they took up their abode in this Western town. But they came of a race that neither knew nor would acknowledge defeat, and so they went to work. They were still struggling to get a start, when, in 1856, almost the greatest calamity that could have happened to them occurred, for the father unfortunately died, leaving his widow with five children, the oldest of whom was D. S., aged seventeen years. At this time the widow had her little home, worth probably \$500, but had nothing else upon which to depend for support save her eldest son, an intelligent, resolute lad. Upon his young shoulders was cast the burden of supporting the family. This he faithfully

and bravely did, alone and unaided, until his brother Alexander became old enough to share the burden. These were trying times to the boys, but it was the school of experience which cast them early on their own resources, taught them the worth of money and gave them their first severe lessons in the problem of life. Indeed, much of their later success has been due to their experience in those early years in that prairie town. The younger brother, Alexander, is now a prosperous merchant, banker and grain dealer in Wellington, Ill.

D. S. managed to secure a fair education in the public schools of Galena, and after his father's death he began to work at the carpenter's trade, which he followed steadily until 1861, all his earnings going to the support of his mother and the younger children. In 1861, the younger children having become old enough to take care of themselves, D. S. determined to branch out for himself, and accordingly came to Chicago, where he secured work at handling lumber on the docks as a common laborer in the yard of Stouffer & Trego, for whom he worked for about six months. During this period, feeling his need of a business education, he had managed to secure a good knowledge of book-keeping by studying at night the books he had bought of Bryant & Stratton. At this time the firm established a branch yard at Watseka, Ill., and placed Mr. Pate in charge of the same. His knowledge of book-keeping now enabled him to conduct the business of the yards correctly, and to the satisfaction of his employers. Here he remained until the autumn of 1866, faithfully carrying on the business of the firm and learning a great deal about the lumber business. He built up a large trade for his firm and was their trusted and confidential representative. He remained with the company there until they abandoned the yard in 1866, when he returned to Chicago and accepted a position with the lumber firm of Greene & Lowe as book-keeper and salesman, and remained steadily in their service until the spring of 1870. It was during this active period that he improved himself greatly by his varied services in the lumber trade. From 1870 to 1873 he served as book-keeper for the lumber firm of D. F. Chase & Bro., and here again proved the value of his services. By this time he thoroughly understood the lumber business in all its complex details and felt himself fully able to branch out for himself. Accordingly, in 1873 he with H. W. Chase purchased the interest of D. F. Chase in the business, whereupon the firm became Chase & Pate, and so continued down to May 1, 1892. During this long period they steadily expanded their trade and improved their credit as reputable dealers, handling large quantities of lumber. Favored by the extraordinary growth of the city and by the country west and northwest tributary to it, and being themselves active, practical and skillful business men, they could not fail to come to the front and top. Mr. Pate has come up by slow degrees, step by step, from a poor boy, improving himself by self-study, and by the constant application of the ideas which practice had shown were wise, and conservative, yet bold and successful. He is one of the few absolutely self-made business men of the city, and his name and credit are high and above reproach.

The yards of Chase & Pate were first located at the corner of Cologne Street and Archer Avenue, but in the spring of 1876 they were removed to Throop and Twenty-second Streets, and there remained until the dissolution of the firm May 1, 1892. In 1884 the firm of Chase & Pate became associated with that of C. A. Paltzer & Co. as the company of that large concern, and so remained until June 1, 1892, when Mr. Pate sold his interest in this firm to Mr. Chase and retired from the partnership which had continued so long and so successfully. His activity, experience, intelligence and honorable dealings, combined with the same qualities in his partners, had been instrumental in making comfortable fortunes for each of them. Soon after his retirement from the old partnership, Mr. Pate established a new and extensive yard, equipped with a large credit and valuable stock, at the corner of Fisk and Twenty-second Streets, where he is now busy with a large patronage.

Mr. Pate's active mind and body has led him into other enterprises. In August, 1890, he was instrumental in organizing the Chicago & Tampa Improvement Company, incorporated with a capital of \$500,000, of which he was elected president and still officiates in that capacity. This company owns 120,000 acres of valuable land in Hillsboro County, Fla., where they are opening up many beautiful homes. It is a great resort for wealthy Northern families who wish a winter home in a warmer climate, and the company offers special inducements to all such home-seekers. The orange groves in the company's district have already become extensive, and the future will show the importance of this locality as an orange harvest field.

In 1889 Mr. Pate was elected president of the Lumberman's Exchange, a mark of high respect from his fellow-lumbermen for his ability and distinguished character. He filled the position much to his credit and to the satisfaction of his fellow-members of the Exchange. He assisted in organizing the Industrial Bank at Twentieth Street and Blue Island Avenue, and is one of the stockholders. He is unquestionably one of Chicago's most prominent and honorable business men. He is sociable, and therefore a pleasant companion. His life has been a busy one, but he has shown the prevailing characteristics of the English race in fighting his way forward, and with a praiseworthy ambition to aim at the highest mark. Starting in life a poor boy, with little education and with his mother and his younger brothers and sisters dependent upon him for support, he bent all his energies to the task and steadily rose, through all opposition, until he now occupies one of the most conspicuous and reputable positions in this great city of eminent self-made men. He worked only a few years ago on the river docks as a common laborer, studied only a short time ago, at night, in order to fit himself for book-keeping and business, but all these trials brought out the best that was in him, and he became thoroughly practical, self-reliant, thoughtful, observant, and soon was a master of the lumber trade. He deserves high credit for his fine success in life, the legitimate result of honest effort faithfully applied, in a conscientious regard for the rights of his fellow-man, while asking no more from them

than he was willing to accord as their due, and while never failing to read the signs of the times, and to shape his business with a wise perception of the many changes through which the lumber trade has passed since his first connection with it, and for his upright career as a citizen and a business man.

S. K. Martin. For strict adherence to business and the maintenance of business rules, for well-known and unswerving integrity, for thoughtful investigation and praiseworthy and persistent industry, for the fact of his being purely and absolutely self-made, and for having accumulated a large fortune by honorable methods in less than half a lifetime, S. K. Martin, of the S. K. Martin Lumber Company, deserves as much credit as any other business man of the city. However, no one but the thoughtless person will conclude that this can be accomplished except by long and persistent study, with the addition, maybe, of many a sleepless night. In a city like Chicago, where all has been bustle and rush since the commencement—where rival dealers were crowding each other to the wall in the effort to outwit their fellows and gain the leading trade and thereby make the largest fortune—a man who could come here and face this restless crowd of bread-winners and money-getters, who could calmly and deliberately, without particular excitement or stir, meet all rivals and, by sheer steadiness and force of character, will, and unflinching determination, rise steadily above all the others and amass the largest fortune, deserves and should receive the greatest distinction. This is just the kind of a business man S. K. Martin has been. Always steady and cool under perplexing business situations, studying the surroundings with unperturbed demeanor, watchful and wary lest some ambitious rival should capture the trade upon which he had fixed his attention, he has been unquestionably the shrewdest and most conservative dealer the great lumber trade of Chicago has yet produced. Whether as the manager of a new and small concern he was endeavoring to place on a safe and firm foundation, or as the director of a gigantic and complex business with an enormous trade scattered over a score of States, he has shown the same keen insight, the same breadth of mind, the same force of character, the same industry, and the same honesty and conservatism.

Like hundreds of Chicago's greatest and most successful business men, he had a humble beginning, for he was born and reared upon a farm in Ulster County, N. Y. His birth occurred in the year 1837, his parents being James and Rebecca (Klump) Martin, respected citizens of the Empire State. As a youth he spent his summers at hard work upon the farm and his winters in attending the district school near his father's residence. At the age of eighteen years he was permitted to begin the battle of life for himself, and accordingly came out West and began to teach school in Rock County, Wis., near Beloit, his object being to secure money with which to complete his education. After teaching several terms and carefully saving his money, he took the full course at Beloit College, graduating with honor, succeeding which he continued to teach for three years. In 1865 he came to Chicago and accepted a position

as book-keeper for Houghton Bros. & Benton, lumber dealers, with whom he remained for one year. By this time, with what he had saved from his wages as teacher, he had accumulated several hundred dollars, and now he determined to make a brave attempt to better his condition, and accordingly he entered into the lumber business as one of the firm of Babcock, Martin & Co., composed of W. S. Babcock, S. K. Martin, and S. V. Babcock, with yards at Twenty-second and Lumber Streets. This firm continued to do a large, successful and steadily increasing business until 1870, when Mr. Martin established a yard of his own at the old stand, the Babcocks continuing at an adjoining yard as Babcock Brothers. Mr. Martin's trade, from the start, was large and profitable, due mainly to his energy, industry, and sterling honesty. In 1875 he removed to Throop Street, and, in 1879, when he removed to his present quarters, his trade had grown to enormous proportions and spread over many States. This was an important period for Mr. Martin, for it gave him his greatest and most valuable experience and laid the foundation of his fortune and his reputable name. In 1879 he removed his yards to Lincoln Street and Blue Island Avenue, and here he has since remained. In 1884 his firm was incorporated as The S. K. Martin Lumber Company, with Mr. Martin as president, Arthur Gourley, vice-president, Edward Hines, secretary and treasurer. Mr. Gourley had been a faithful employe of Mr. Martin for fourteen years and Mr. Hines for eight years, and they were rewarded by this promotion. At present the company is known under the same name—the S. K. Martin Lumber Company—with S. K. Martin president and treasurer, Wilton B. Martin, vice-president, and Elmer B. Martin, secretary. They handle enormous quantities of dry lumber, lath, kiln-dried shingles, sash, doors, blinds, etc., and are one of the largest lumber houses in this city. The high success of the house is directly attributable to the excellent business qualifications of S. K. Martin. He started with nothing save a determination to succeed, and, having ever been on the watch for business openings of promise, he has never waited for opportunity or fortune to knock the second time at his door, but has promptly taken advantage of every chance to rise higher in wealth and reputable citizenship. In many respects he is a unique figure among Chicago's business men, but his high character and honesty are never questioned. A fire (incendiary), the most destructive with which the lumber yards of Chicago have ever been afflicted, broke out in the company's yard on August 19, 1894, involving a loss of half a million of dollars, but the company, nothing daunted, at once began the accumulation of stock, and were soon in position again to compete with their neighbors in the trade. As an index to the firm, unyielding, independent character which has ever marked his career, it is related of Mr. Martin that while employed as a book-keeper he was one day ordered by his employer to go upon the dock and assist in shoving lumber. His reply was characteristic of the man: "When I am obliged to seek employ as a laborer I will try faithfully to perform my duty as a laborer; when employed as a book-keeper my proper place is at the desk. My position in your office is at your disposal, sir. I have

aspirations higher than those of a dock walloper." And to his credit be it said that in his dealings with employes, Mr. Martin has always enjoyed the reputation of one who encouraged young men to seek the higher, rather than the lower level of their occupation. Mr. Martin's earlier aspirations would have led him into the legal profession, but the preliminary studies convinced him that it would not be to his taste, and he wisely concluded that success in life lay only in the choice of an occupation into which he could throw all the energy and interest of a vigorous mind and a healthy body. His success in the lumber business, the position of influence and the honorable name which he enjoys, attest the wisdom of his final choice.

He is a director in the Union National Bank, one of the strongest moneyed institutions of the city, and is a member of the Calumet Club and of the Lumberman's Exchange. He resides at 2600 Michigan Avenue, where he has a comfortable home. He was united in marriage in 1866 to Miss Hattie A. Babcock, and by her has five living children, viz.: Elmer B., Wilton B., Mariam Eloise, Walter I., and S. K., Jr.

Francis Henry Markham. Among the healthiest results of the establishment of religious and political liberty in these United States has been the ready adaptation of the oppressed and down-trodden of other lands to assimilation with American ideas and American enterprise, calling out the powers of mind, and the latent energies, which had under monarchical forms of government met with naught but repression. Some of the brightest and best minds to be found in the political, legal, manufacturing and mercantile circles of the nation, are found among the naturalized citizens of the land, and more particularly among their immediate descendants, who, educated in American schools, have imbibed American ideas and are forward in American enterprise.

The subject of this sketch was the son of an intelligent Irishman who emigrated from that down-trodden land in which the suppression of individuality and the domination of the landlord class, forbade the possibility of rising above a condition of serfdom. Reaching America in the early "forties," he settled at Lewistown, N. Y., where Francis Henry was born in 1847. In 1852 the family removed to Chicago, and here the boy was given the advantages of the common and parochial schools of this city, graduating at St. Patrick's School, then located on Randolph Street, between Desplaines and Halsted Streets. At the age of fourteen Francis took a notion to try the world for himself, and, being large for his age, found employ for a few months on the railroad, but, this not being to his liking, he learned the printer's trade, acting as "devil" and press-hand and finally at the case, but in 1864 he was offered a position in the lumber yard of Martin Ryerson (then under the management of Read A. Williams), on Beach Street, foot of DeKoven, where he made himself useful in the various requirements of the office and yard until the business was purchased (1867) by Porter, Fuller & Co., with which firm he remained until 1874, when it was succeeded by Benton & Fuller, with whom he continued for the succeeding three years and until its dissolution in 1877. When Mr. Fuller removed to Lock Street, in 1879, Mr. Mark-

ham was taken into partnership, and the firm of S. R. Fuller & Co. then established, and which in 1887 removed to Thirty-eighth and Ullman Streets, still continues at the latter location. Mr. Markham has filled every position in the yard business of Chicago with the exception of book-keeper, and his long continuance with Mr. Fuller (since 1867) is proof positive of his proficiency and reliability as one of the stanch and standard lumbermen of the city.

Mr. Markham was married in 1869 to Miss Harriet J. Bell, of Chicago, and has two sons, Robert and Frank, the former of whom is in the employ of the firm.

Gen. Milo S. Hascall was born in Le Roy, Genesee County, N. Y., August 5, 1829, a son of Amasa and Phœbe (Smith) Hascall, natives of Massachusetts. His father occupied various official positions. Emigrating to New York, he located at Canandaigua and subsequently at Le Roy, Genesee County. The boyhood of Gen. Hascall was passed on the farm and in the common schools. At the age of sixteen he attended an academy and at seventeen, early in 1847, came West to Goshen, Ind., where three of his brothers then resided. Chauncey S. Hascall was then engaged in trade in Goshen and the General entered his store as a clerk. This engagement lasted but three months, when he taught school for one term. He went to West Point in June, 1848, and remained there four years, graduating June 16, 1852, fourteenth in a class that entered ninety-six and graduated forty-three, a record of which any West Point student might well be proud. His class embraced Gen. Sheridan, Gen. Henry W. Slocum (of Brooklyn), Gen. D. S. Stanley, Jerome N. Bonaparte (the Baltimore member of that illustrious family), George L. Hartsuff, Gen. Charles R. Woods, Marshall T. Polk, Alex. D. McCook, Gen. William Myers, Gen. A. V. Kautz and Gen. George A. Crook. After his graduation Gen. Hascall was brevetted second lieutenant in the Third Artillery and stationed at Fort Adams, R. I., where he remained about one year. He was then promoted to a second lieutenantancy in the Second Artillery and stationed at Old Point Comfort, Va., where he remained until 1853, when he resigned. He returned to Goshen (Ind.) after leaving the army, and traveled for some time thereafter. For one year he was a contractor on the Northern Indiana & Michigan Southern Railroad, after which he studied and eventually began the practice of law. During his law practice he was elected prosecuting attorney for the Court of Common Pleas. In the fall of 1859 he was elected clerk of the Elkhart Circuit Court, which office he retained till the spring of 1861, when the war of the Rebellion broke out and called him to his country's defense. Gen. Hascall was one of the first volunteers to respond to the call for troops and was elected captain of the first company raised in Goshen. This company arrived at Indianapolis too late, however, to be mustered into either of the six regiments required by the State, and was obliged to disband, but, having learned that Capt. Hascall was a West Pointer, Gov. Morton appointed him captain and aid-de-camp on the staff of Gen. Thomas A. Morris, in which capacity he organized and drilled six regiments in Camp Morton, preparatory to their taking the field.

In June, 1861, he accompanied Gen. Morris to West Virginia upon the first active movement of the war, and was in the fight at Philippi, the first engagement of the war after that at Fort Sumter. The next day after that event he was appointed colonel of the Seventeenth Indiana Regiment. Returning to Indianapolis, he bore, on the way, Gen. Morris' report to Gen. McClellan, and bore also the flag captured at Philippi. His regiment, mustered for three years, arrived at Parkersburg, W. Va., about the time of the first battle of Bull Run. After some service in western Maryland the regiment was ordered to Grafton, W. Va., and thence, via Philippi and Beverly, to Elkwater and Cheat Mountain, where it remained until the winter of 1861, participating in all the engagements about Elkwater, Huttonville, and Cheat Mountain. When the body of John A. Washington of Mount Vernon fame, who was killed by Col. Hascall's regiment at Elkwater, was borne back to the enemy, Col. Hascall received the first flag of truce sent during the war by Gen. Robert E. Lee. In December, 1861, at Louisville, Ky., he was placed in command of a brigade consisting of the Fifteenth and Seventeenth Indiana Regiments and the Sixth and Forty-third Ohio Regiments, and assigned to Nelson's division. Three months later he was transferred to a brigade in Gen. Wood's division, and commanded it at Nashville and Shiloh. In April, 1862, he participated in the battle of Shiloh or Pittsburg Landing, and at the close of the engagement, when Gen. Beauregard requested permission to bury the Confederate dead on the field, received the first flag of truce sent during the war by that general.

April 20, 1862, he was without solicitation promoted to brigadier-general of volunteers, and thereafter, until the fall of 1864, was actively engaged in all the operations of the armies of the West, most of the time in command of a division, and at times temporarily in command of an army corps. At the battle of Stone River he commanded the forces on the left after 10 o'clock of the first day, and was more instrumental than any other officer present in preventing the defeat on the right from becoming an utter rout of the Union army. After this battle he was sent to Indianapolis to superintend the work of returning deserters from the army in the States of Indiana, Illinois and Ohio. While so engaged he was transferred from the Army of the Cumberland to the Army of the Ohio, and placed in command of the district of Indiana; during his command there Vallandigham was arrested, the *Chicago Times* and numerous "Copperhead" papers in Indiana were suppressed, and the great meeting of rebel sympathizers in Indianapolis, organized to seize the State arms and turn the State over to John Morgan, was foiled in its design. Later, in command of a division of the Twenty-third Army Corps, Gen. Hascall went with the army into east Tennessee and took an active part in the capture of Knoxville, and afterward in the siege of that city when Longstreet was attempting its capture. When Sherman moved upon Atlanta, after Longstreet's repulse, Gen. Hascall marched at the head of his division, conspicuous in all the engagements that resulted in the capture of that city, his divis-



Jos. Padewsch, Jr.

ion planting the first batteries around the doomed town and delivering the first shot and shell into the city of Atlanta. At the close of the war Gen. Hascall, in connection with John W. Irwin, Esq., engaged in the banking business at Goshen, Ind., under the name of the "Salem Bank," and became one of the most active and successful men in that city. In 1879 Messrs. Hascall & Irwin began the manufacture of hardwood lumber on a large scale with John H. Lesh, under the firm name of John H. Lesh & Co. Since 1889 the business has been conducted under the firm name of Irwin & Hascall. It comprehends the manufacture of large amounts of black walnut and other hardwood lumber, which is sold extensively in Germany, Great Britain, France, Australia and other foreign countries. In 1890 Gen. Hascall withdrew his interest in the bank at Goshen and took up his residence in Chicago. Besides attending to the lumber industries at East Chicago, already referred to, he has, since locating in the World's Fair City, been actively interested in real estate matters, having been one of the projectors of the New Lexington Hotel and other important real estate interests. In politics Gen. Hascall is an ardent Republican, and during some campaigns has made numerous telling speeches in behalf of his party. In 1884 he was one of the electors-at-large for Mr. Blaine. He is a member of the Illinois Commandery of the Loyal Legion, and takes an active interest in its meetings and the conduct of its affairs. In 1886 he was married to Mrs. Rose S. Miller, of Canton, Ohio, who was formerly Miss Rose Schwartz, of that city.

Joseph Badenoch, Jr. In the southeastern part of Inverness Shire, Scotland, is an extensive Highland district of unsurpassed loveliness, which from time immemorial has been known as Badenoch. Under what circumstances the name was first applied to this beautiful woodland range cannot now be determined, for the term itself appears far back in the mists of ancient legendary history, before the removal of the seat of government from the upper country resulted in the division of Scotland into Highlands and Lowlands. The Scottish succession had already involved the barons in many bloody contests for power, which the English monarchs had long vainly endeavored permanently and satisfactorily to settle. In the "Barons' War" during the reign of Alexander III. (1249 and 1285), John Comyn, of Badenoch, Robert Bruce and John Baliol, barons of great prominence and influence, bore a conspicuous part, and at the battle of Lewes the first-named was taken prisoner. John Comyn was early buchan and justiciary of Scotland, and, for his distinguished services, the great Highland district of Badenoch was given to his son Walter. In 1302, when Edward I. of England was engaged in the conquest of Scotland, his general, Sir John Segrave, fought a bloody battle of doubtful issue with John (The Red) Comyn, of Badenoch, who was a nephew of Baliol, later the successful claimant for the Scottish succession. John Baliol, though successful through the favor of Edward I., proved impotent, and Robert Bruce forcibly assumed the reins of power, but in his way stood Minor John (The Red) Comyn, of Badenoch, nephew of Baliol, and thus in the direct line of succession.

Accordingly, on February 10, 1306, in the Church of Friars, at Dumfries, Robert met Minor John, and slew him before the high altar. The owners, therefore, of the district of Badenoch were royal claimants for the throne of Scotland. At a little later period a prominent figure in history was Alexander the Wolf, of Badenoch, fourth son of Robert II. and brother of Robert III. the reigning king. This much of Scottish history is given to show the probable origin of the surname of Badenoch, now so well known to the people of Chicago in the persons of Joseph, Jr., and John J.

Unquestionably this family derives its name from the district of Badenoch, in the county of Inverness, where its ancestors were members of one or more of the clans of that rugged region, and it is not improbable that it is directly descended from the ancient owners of the district, for surnames were often acquired from that source. If this be true, it is more than probable that the family has a noble, if not a royal, ancestry. Joseph Badenoch, Sr., a blacksmith by trade, first came to the United States in 1855, and two years later brought his family over, locating in New York City, until 1866. His wife was formerly Helen Tough, and each was born in Scotland, the ancient abiding-place of both families. Upon his arrival in Chicago in 1866, Joseph Badenoch, Sr., resumed his trade of blacksmithing and has continued the same down to the present day. He is a member of the firm of Badenoch & Jaffray, horseshoers,^s at No. 49 North Desplaines Street, and has acquired a comfortable fortune and an honored name. He has retired from active duty, and himself and wife, now well advanced in years, live with their son Joseph, Jr. Their family consisted of three children: Jennie, wife of David S. Jaffray, junior member of the firm of Badenoch & Jaffray; Joseph, Jr., and John J.

Joseph Badenoch, Jr., was born in Banffshire, Scotland, June 2, 1849, and was brought by his parents to the United States in 1857, and came to Chicago in 1866. Much of his education was received in New York City, extending from his eighth to his seventeenth year, save his period of service for the Government. When the war broke out in 1861, being then nearly twelve years of age, he tried to enlist in the Federal army, but, of course, was too young and was refused admission to the ranks, though, being still determined, he went to Port Royal, S. C., where he served three years in the quartermaster's department. This one act is the key to the subsequent success of Mr. Badenoch. Though but a child it showed his bravery, determination and intelligence, qualities of character stamped upon him by centuries of renowned and sturdy Scottish ancestry and since brought out by his career thus far as a business man and citizen in this city. In 1866 he came to Chicago and joined his father's family, which had preceded him here a few months.

On April 5, 1867, he secured employment at \$1.50 per day in the shingle mill of C. Mears & Co. at the foot of West Harrison Street, and was assigned the task of loading wagons with shingles for the city yards and for shipment from the depots, and the further duty of keeping an account of the quantity of shingles thus transferred

or shipped. Thus he remained faithfully at hard work until the spring of 1871, receiving in the meantime several promotions for intelligent and conscientious service, after the first year being put in charge of the large yards of the company at Twenty-second and Morgan Streets. For two years succeeding this he occupied a similar position with S. K. Martin. In 1873, for about six months, he conducted a feed and grain store at the corner of Washington and Desplaines Streets, but was forced to give it up on account of his wife's ill health, whereupon he went to Waterman, DeKalb County, Ill., and opened a general lumber, hay and grain business. Here he handled large quantities of hay (which he baled) and grain, all of which was shipped to Chicago. He bought large quantities of lumber in Chicago and retailed it in Waterman and vicinity. He did a highly profitable business for three years, and would have continued longer but for the misfortunes of destructive wind-storms, which wrecked his plant three successive times, entailing the loss of all he had and leaving him several thousand dollars in debt. During this period he was not discouraged, for each time except the last, when he was impoverished, he promptly rebuilt and continued the business. Without any capital he entered Chicago and accepted a position as traveling salesman for A. R. Gray & Co., lumber dealers, with whom he remained two years. In 1878 the firm of Sawyer, Goodman & Co. having been organized, he was given the responsible position of general manager and officiated in that capacity satisfactorily until 1881, and during this period, for one year while Mr. Goodman was in Europe, he had exclusive management of their large interests, exhibiting an unusual talent for profitable and complicated business transactions.

In the spring of 1881 the Bogue-Badenoch Company was incorporated, composed of United States Senator Philetus Sawyer, his son, Edgar P. Sawyer, James B. and William O. Goodman, Charles H. Bogue and Joseph Badenoch, Jr., in which corporation Mr. Badenoch owned one-fourth interest and of which he was elected treasurer. They did a very large and profitable wholesale business at the corner of Lumber and Union Streets for three years, at which time Mr. Badenoch found it wise to sell out and leave the concern, as he saw a better opportunity elsewhere. He had taken up his residence at Englewood in 1878 and had witnessed the already wonderful growth of the city in that direction, and realized that in a few years it would spread until that suburb was populous and rich. These views induced him to sell his interest in the business of the Bogue-Badenoch Company in 1884 and, with the proceeds, and associated with his brother John J., he bought ground at State and Sixty-fourth Streets, Englewood, and erected a large planing mill and sash and door factory, building up one of the largest trades in this line in Chicago.

In November, 1893, Mr. Badenoch organized the Badenoch Lumber & Coal Company, the stock of which is all held within his own family, and of which he is the president and his son, George, secretary and treasurer. Their planing mill, lumber and coal yards are situated at the corner of State and Sixty-first Streets, where they do a large business in mill-work, lumber and coal.

Mr. Badenoch is a typical Chicago man, possessing unbounded faith in the future of this city. In 1885 he predicted that Chicago at the census of 1890 would show a population of over 1,000,000; the census enumerators proved the accuracy of his prediction. It is now his opinion that the census of 1900 will show a population here of two and a half millions.

In 1888, still impressed with the future southward extension of Chicago, he secured a franchise from the towns of Lake and Hyde Park for the purpose of organizing and operating an electric-lighting plant therein. Two-thirds of the stock of this corporation, "The Englewood Electric Light Company," was taken by Badenoch Brothers and one-third by Charles T. Page, and the latter was elected secretary and treasurer. Their power is obtained from the engines of the planing mill, where economy is observed in the use of shavings and sawdust for fuel. They started with 400 incandescent lights in Englewood and Hyde Park, but from time to time increased this number until now they operate 12,000. Their lights may be seen from Thirty-ninth to Seventy-ninth Streets and from Center Avenue to the World's Fair grounds. So fast has been the call for this lighting service that with difficulty have they been able to meet the demand.

Mr. Badenoch has already acquired fame as a leader of all public movements to promote the moral, social and political welfare of Englewood and Chicago. He has often been solicited to become the nominee of his party (Republican) for some prominent position, but up to date has persistently refused, though, however, he represented this congressional district as a candidate for presidential elector in 1892. No man in Chicago has shown a higher degree of public spirit, for he promptly connects himself with every movement to elevate morals and society. Since he was seventeen years old he has been a member of the Baptist Church, in which, and in the Sunday-school of which, he has been useful, prominent and very active. Since 1884 he has been one of the trustees of Englewood Baptist Church and was a member of the building committee when the new church at the corner of Stewart and Englewood Avenues was built, the building and grounds costing \$80,000. Mrs. Badenoch and three sons, Rowland N., George and Charles H., and three daughters, Jessie, Helen and Josephine, are also members of this church. Mr. Badenoch is a member of the Normal Park Home and the Harvard Clubs, where his tall figure is often seen and his genial presence and conversation are enjoyed. He served as president of the Home Club during two terms.

Mr. Badenoch was united in marriage February 2, 1870, to Miss Elizabeth Hill, a native of Canada and daughter of Nathaniel and Jane (Small) Hill, and to them have been born ten children, of whom nine are now living, viz.: Rowland N. (who is in the real estate business), George, Charles H., Jessie, Helen, Josephine, Arthur Hill, Benjamin Harrison and Margaret E. John J. died in infancy.

Mr. Badenoch possesses all the characteristics of the "canny Scot." He has a

rugged and powerful form, capable of enduring any amount of fatigue. Like his race, he is thrifty, economical, industrious, enterprising, moral and intelligent, keenly alive to all reforms, a friend of both labor and capital, with a mind and character well poised and equipped; public spirited, patriotic, friendly, charitable; in short, a broad-gauged man of great use to society and a staunch supporter of popular government.

William E. Kelley. This gentlemanly business man of Chicago hails from the "Pine Tree" State, the land of immense forests and beautiful lakes, whose rugged coasts, lined with rocky and picturesque islands, is washed by the sullen waves of the old Atlantic. Down there in the town with the dreadful name of Passadumkeag, on the 27th of August, 1850, he first greeted the light. He is the only son of Asa P. and Mary A. (Hodgkins) Kelley, an extended and well-merited sketch of whom will be found elsewhere in this work. William E. passed his youth uneventfully, acquiring a fair education at the district schools and later at Monson Academy, in the town of Monson, Mass. Succeeding this, he attended the famous Yale College and supplemented his academic education with a fine classical polish, and was thus ready to step out into the world and question his horoscope for himself. He was now twenty-one years of age, full of hope and ambition, blessed with good health, a robust constitution and a well-equipped mind, and success stood beckoning with fairy hand to him from the future. He came to Chicago, where his parents had moved in 1862, and at once entered the employ of Kelley, Wood & Co., lumber dealers, as a clerk, their yards then being at Twenty-second Street and Center Avenue. He served in the general capacities of shipping-clerk, book-keeper and general office man, learning rapidly all the details of the business necessary to give him a thorough knowledge of the trade. Here it was, from the start, that he showed his fitness for managing a large and complicated business, entailing a heavy responsibility, and large losses in case of mistake. This was the formative period of his career, when the dreams of the student were replaced by the practical thoughts of the self-reliant and aggressive man of business, watchful and alert, ready to grasp any clew to honorable success. To make his knowledge of the lumber business more complete and practical, he spent an entire winter in the lumber camps of Michigan, participating in the active logging operations of the men, and enjoying their free and ready life. His object from the commencement, was to learn every remote detail of this pursuit, so that in future he could make careful estimates and calculations, and thus anticipate every cent of cost or profit. This mastering of the business is the key to his success. Every other department has been just as thoroughly studied, so that it is unquestionably true that no lumberman of the city has a more comprehensive knowledge of the business than Mr. Kelley.

He continued to serve faithfully as a clerk until 1873, when he was admitted as a partner in the firm of Kelley, Rathborne & Co., composed of Asa P. Kelley, William E. Kelley and Joseph Rathborne, and at once became active manager of the concern,

and so continued until 1891, when the corporation of A. P. & W. E. Kelley Company was dissolved by the retirement of the elder Mr. Kelley. When W. E. Kelley assumed active management, in 1873, the company had already a large and rapidly increasing trade, having been placed on a firm foundation by the excellent business qualities of Asa P. Kelley. But after 1873 the latter began to travel extensively in this and foreign countries, and the principal responsibility was placed upon the shoulders of William E. Kelley. Now at once was shown the great value of his absolute mastery of the trade. Every branch of the enormous concern was stimulated with new life by the force of his character, his comprehensive knowledge and his aggressive and stirring operations. The trade steadily expanded and enlarged under his intelligent and reputable methods until it had reached enormous proportions and yielded a satisfactory balance on the right side of the ledger. During the period from 1873 to 1891, the most important era in the history of Chicago, he was one of the most active, brainy, enterprising and public-spirited of the local business men, and firmly established his reputation as one of the ablest operators in the industrial field.

In 1886 he established a branch yard at Tonawanda, N. Y., where he has yet a large yard and profitable trade. He is also a member of the lumber firm of Bradley & Kelley, of Milwaukee, composed of Edward Bradley and William E. Kelley, with large mills at McNaughton, Wis., and a branch railroad equipped with engine and cars. Their enormous planing mill there is one of the largest in the West, and turns out immense quantities of dressed lumber, lath, shingles, etc. These mills are wonderful results of the art of lumber production and are equipped with every mechanical device or invention and every adjunct necessary to make their operation vast and profitable. Mr. Kelley is a director in the Land, Log & Lumber Company, of Milwaukee, which corporation perhaps controls more pine land than any other company in the world. He is also senior member of the firm of William E. Kelley & Co., with general offices at 901 Chamber of Commerce building, and with mills in Michigan and Wisconsin, from which they wholesale large quantities of lumber, lath, shingles, etc. Whatever tends to improve the lumber interests of Chicago finds in Mr. Kelley a staunch supporter. He was vice-president of the old Lumberman's Exchange from 1882 to 1886, and did a great deal to make that organization useful and popular.

He was united in marriage September 14, 1876, to Miss Margaret A. Vail, a native of Chicago and daughter of Asa Vail, for many years a prominent real estate dealer, but now deceased. They have four children: William R., Asa R., Eleanor V. and Margaret H. Mr. Kelley and wife are members of the First Presbyterian Church. He is a Republican and a member of the Union League, Calumet, Washington Park and Chicago Athletic Clubs, and finds enough spare time from his extensive business duties to make a strong impress upon the select circles of society in which he moves.

Asa Page Kelley. The life of Asa Page Kelley, like that of many others of Chicago's most active, able and successful business men, had been full of vicissitudes

and changes of fortune, but at last, toward the close, brought both fortune and a high reputation. The last thirty years have witnessed the extraordinary development of Chicago, and during this marvelous period Mr. Kelley had done not a little to extend the commerce and reputation of the city and to make it the foremost mart in the world of trade. When he came here in 1862 he had but little with which to engage in business, but that little, owing to his eventful earlier experience, was invested to the best advantage and soon began to grow. In Mr. Kelley's life, as in all our lives, there had been important business events, which, from their bearing upon his subsequent career, served both as an index to his character and as a key to his success. It will be necessary, therefore, to go back and learn something of his earlier history before the logical conclusion of his subsequent honorable career can be accurately measured.

He was a native of the "Granite State," and was born in the town of Conway, Carroll County, on the 29th of December, 1822. He was, therefore, at his death, almost seventy-two years of age—at the end of the span of life allotted to man by the psalmist—but his eye was yet bright, his hand steady, his step firm, though Father Time had touched his hair with the frosts of that old age, which is always venerable and very often desirable. A pure life of worthy citizenship and a conscience cleared and brightened by unswerving honesty had left him well preserved in body and spirit at the age of three-score years and ten. His parents were farmers and people of excellent habits and reputation, and both were natives of New Hampshire, having been reared under the fatherly protection of the Manitou of the White Mountains. They were David P. and Anna (Sterling) Kelley, the father dying in 1864, aged eighty-four years, at Davenport, Iowa, whither he had removed in 1860, and the mother dying at the same place and same age in 1879. Of their family of nine children only four are now living: David, Asa P., Samuel C. and Carlton H. The first named is now president and senior member of the well-known heavy hardware firm of Kelley, Maus & Co., of this city, while both Samuel C. and Carlton H. are prosperous farmers living near Muscatine, Iowa.

Asa P. was reared on the farm of his father in New Hampshire and received the foundation of his education at the district schools in the neighborhood, but finished at Fryeburg Academy, in the town of Fryeburg, Me. This institution was under the control of able and experienced instructors, who imparted a sound and practical education to their pupils. As a consequence Asa P. Kelley, in the year 1845, was well fitted for the active duties of life, and accordingly began for himself as a civil engineer, for which profession he had been educated. After pursuing the same for three years he abandoned it and opened a general store at Passadumkeag, Me., and conducted the same successfully for eight years, and in connection with his store handled large quantities of logs, buying the stalwart pine timber on the ground, cutting the saw-logs therefrom, and rafting them down the Penobscot River to market. During his eight years as a merchant and lumberman he made a snug fortune. How-

ever, in 1855, he met with a severe reverse. It was a prosperous year with him, and he had on the river bank the largest quantity of logs ever taken by him in one year from the woods. The river was very low, but the logs were rolled in, boomed and rafted, and started on their way down stream. A number of very heavy rains came on suddenly, raising the river very high and bringing down upon his rafts large quantities of logs from above. His booms were broken, his rafts swept down stream, his logs scattered for miles along the river and lost, and nearly all the accumulations of previous years were thus destroyed. He honorably notified all of his creditors of his situation and turned over his store and everything he had to them, though this was against their protest, for they had the highest confidence in his integrity and ability to build up again and urged him to continue as he was, even offering to lend him money to enable him to start again. But he thought it best to make a change, and, after giving his creditors all the property he had, and assuring them that some day, if fortune favored him, all accounts would be honorably paid in full, he came West and went to Davenport, Iowa, to meet his brother David, who had just returned from California with considerable money. He at once formed a partnership with his brother, and together they engaged in the pork-packing business and in buying and shipping to Chicago and New York, large quantities of live stock. They made money rapidly, and, by 1862, when they came to Chicago, they had accumulated a comfortable fortune.

In 1862, when they engaged in the cattle and grain commission business in this city, the nation was in the throes of a great war, the stringency of money matters due to a depreciated currency already oppressed all markets, and the business outlook was dark and uncertain. But, like many others, they had the greatest confidence in the stability of the Government, and accordingly, without hesitation, branched out in the new field. During the remainder of the war they furnished large numbers of cattle for the Government, to be used by the troops in the field, and while thus engaged and until 1867 the firm was known as A. P. & D. Kelley. They made money rapidly, both through their own business sagacity and through the steady advance in the price of live stock.

In 1863 Mr. Kelley, at the earliest date he felt himself able to do so, having constantly kept in view his promise to his old creditors of 1855, boarded the train and returned to Passadumkeag, Me. He called all his former creditors in and paid them dollar for dollar and interest for all they had lost by reason of his failure. When it is recollected that he settled with them in 1855 and was under no legal obligation to do so again, his unusual and remarkable procedure will be better understood. But this has been one of the chief characteristics in the business life of Mr. Kelley. He considers a conscience debt just as binding upon him as a legal debt. There is not one man in a thousand who would have done as he did. But this strict principle of honesty, carried through his entire business career, gave to his firm a reputation second to no other in this city and confers upon his name the highest renown.

In 1867 Mr. Kelley established the lumber firm of Kelley, Wood & Co., composed of Asa P., David Kelley and George E. Wood, with yards located at Center Avenue and Twenty-second Street. They did a large and prosperous business until 1873, when Messrs. David Kelley and G. E. Wood withdrew from the firm, whereupon the new firm of Kelley, Rathborne & Co. was formed, composed of Asa P. Kelley, William E. Kelley (his son), and Joseph Rathborne. They carried on the business without change until 1876, when Mr. Rathborne retired, and then the house of "A. P. & W. E. Kelley Company" was organized, comprising A. P. Kelley, president; W. E. Kelley, treasurer, and A. E. Silverthorn, secretary. Thus they continued until 1891, doing an enormous and profitable business, but at the latter date Asa P. Kelley retired from active business and subsequently lived comparatively free from business cares. He was largely interested in valuable timber lands of Wisconsin and Minnesota, and owned extensive real estate properties in this city. He was a stockholder in the Continental National Bank and a member of the Union League Club. He was a Republican, and himself and wife were members of the First Presbyterian Church of this city.

In September, 1847, he was united in marriage with Mrs. Mary A. Hodgkins, widow of E. B. Hodgkins, who had two children by her first husband, as follows: Abbie T., wife of George P. Whitcomb, an attorney by profession, and Fannie, wife of A. D. Silverthorn, in the lumber business in this city. She presented Mr. Kelley with three children: William E., one of the most prominent lumbermen of the city; Annie, wife of William Ireland, who lives at Rochester, Minn., and Mary H., wife of W. B. Shufeldt, a resident of Chicago. In 1871 Mr. Kelley built a beautiful residence at 2244 Calumet Avenue, where he lived in retirement, enjoying his ample fortune and the high respect of all who knew him. His life was a varied and busy one, full of lights and shadows, but replete with honest industry and with a steadfast Christian philanthropy. He was absolutely self-made and a splendid representative of the ideal American citizen. His death occurred June 15, 1894, at Chicago, and he was followed to the grave by a large number of his late business associates and citizens who had known but to admire and respect his sterling qualities.

Louis Hutt. The lumber trade of Chicago is absolutely immense. Indeed, Chicago justly enjoys the reputation of being the greatest lumber market in the world. Lake navigation affords easy access to the vast and almost inexhaustible lumber regions of Michigan and Wisconsin; while the twenty odd railroad lines which center here stretch out their arms, like some great, artificial Briareus, into the almost limitless forests of Ohio, Indiana, Illinois, Minnesota, Iowa and other distant quarters, and by cheap and rapid transit lay at the door of our lumber manufacturers the choicest material that ever tempted the tooth of a saw or invited the whetted edge of a planer. These advantages have attracted the attention and enlisted the abilities of live, energetic, industrial firms, and to-day the lumber trade and correlative branches rank

as of the first magnitude. Among those occupying a position in the first rank is Mr. Louis Hutt, a gentleman of pleasing address, whose honorable dealings, liberality and thorough business qualifications have secured him a wide popularity in Chicago, which has placed his name among the most prosperous and respectable of the city's business men.

It may be said of Mr. Hutt, also, that he is one of the most prominent of Chicago's German-American citizens. Born in Wachlin, Mecklenburg-Schwerin, Germany, in 1833, he has been a resident of Chicago since 1851. For two years he was employed by P. W. Gates, then went to Michigan and engaged in the manufacture of lumber for the well known house of Canfield on the Manistee River, remaining there until 1857, when he returned to Chicago and entered the service of Sheppard, Sheriffs & Smith, with whom he remained for about five years, when he bought horses and engaged in "teaming." In 1866 he started a planing mill at the corner of Blackwell and Nineteenth Streets, which he conducted five years, and then formed a partnership with James L. Johnson, who had been his book-keeper, under the firm name of Hutt & Johnson. They began business in 1873 at the corner of Seventeenth and Grove Streets and continued seven years, at the expiration of which time Mr. Johnson died and Mr. Hutt purchased of Mrs. Johnson her deceased husband's interest, which from an original investment of \$1,000 had become, in the seven years, worth \$40,000, and since that time he has been sole proprietor of a business which has developed into one of the most important of its kind in the city, its operations providing sale every year for products bringing in a quarter of a million dollars.

This immense business has been built up by the individual efforts of Mr. Hutt, who, in 1873, purchased a tract of land at the corner of Nineteenth and Grove Streets for \$40,000, and erected thereon his present planing mill, box, sash, door and blind factory. In 1878 he bought the ground upon which now stands the Indiana Elevator for \$26,000, and sold it, upon condemnation, for \$53,000. He also bought of R. P. Derrickson, in 1879, ground for a lumber yard on Twenty-second Street, for \$60,000, which land is now occupied by the Soper Lumber Company. In 1880 he bought his present lumber yard location for \$85,000. In his mill, factory and lumber yard, and on his vessel, he employs 135 men. The sailing vessel is worth \$10,000, and is named "Hattie Hutt." It is capable of carrying about 275,000 feet of lumber. Mr. Hutt handles about 15,000,000 feet of lumber, 4,000,000 shingles and 3,000,000 lath.

Mr. Hutt's standing as a citizen is high, and he has at different times been helpfully identified with numerous leading movements, business and charitable. For a long time he was one of the commissioners of Cook County, was appointed canal commissioner for Illinois from Cook County, and has filled other important public trusts. At the time of the Civil War he showed his devotion to the land of his adoption by service as a private in Company E, Thirty-second Illinois Volunteers. He has on several occasions been nominated to responsible positions on the Republican

ticket, notably as city treasurer, evidencing the high opinion in which he is held as a man of capability, probity and honesty. Mr. Hutt is a man upon whom three-score of years press lightly, and is active and enterprising, taking the same deep interest in affairs, public and private, as in his youthful days. His name will be handed down to posterity as that of one of the leading men prominent in the growth and development of this great city.

W. D. Houghteling. William D. Houghteling has been a conspicuous member of the lumber fraternity of Chicago from a date which entitles him to be included among the pioneers of the trade. Born in 1819 at Geneva, N. Y., and enjoying the advantages of a common-school education, which in those days was more practical than ornamental, he remained upon his father's farm until he was twenty years of age.

Young Houghteling soon after entered a general country store, where he remained until 1844, when, removing to Chicago, he spent five years in the employ of, and as a partner with, J. H. Dunham, the wholesale grocer, during which time he often traveled with a horse and buggy through the northern part of Illinois, as far as Galena, selling goods. From 1849 he was for eight years (until 1857) engaged in the forwarding business, with warehouses on South Water Street, where the firm of Houghteling & Shepard ran a line of packets on the Illinois and Michigan Canal, including the transportation of lead from the Galena lead mines; grain and produce from St. Louis and the West, to New York; and railroad supplies and general merchandise from New York to Western points. After this, for several years, the firm of Williams & Houghteling did a large commission trade in grain, with offices at 210 South Water Street, the Board of Trade being located at that time on the corner of South Water Street and Fifth Avenue. About this time Mr. Houghteling was elected to the vice-presidency of the Board of Trade.

In the year 1867 Mr. Houghteling formed a partnership with Francis B. Stockbridge, of Saugatuck, Mich., who was later, for many years, United States senator from that State, and Otis R. Johnson, of the same place, both active but non-resident partners, and the firm of W. D. Houghteling & Co. was formed for the transaction of a general lumber business, which increased yearly in volume during the continuance of the firm. In 1860 Mr. Houghteling was elected president of the (original) Lumbermen's Association of 1858-59, which was still in its infancy, being again honored (under the reorganization) with the position in 1870-71, having served as vice-president in 1869-70. In 1868 the house of Spalding, Houghteling & Johnson was established (the partners being Jesse Spalding, W. D. Houghteling, Otis R. Johnson, H. H. Porter and F. B. Stockbridge), and bought out the business of Spalding & Porter, having saw-mills at Marinette, Wis., and a yard at Chicago. The business of this firm continued until 1873, when it was incorporated as the Menominee River Lumber Company, of which Mr. Houghteling was elected first president, occupying that position until

1875. In 1875-76, in connection with Messrs. Stockbridge and Johnson, Mr. Houghteling organized the Mackinaw Lumber Company, and the Black River Lumber Company, with mills at St. Ignace and Black River on the upper peninsula of Michigan, purchasing large tracts of timber land for their supply. Of these companies he was the treasurer and Chicago representative until 1882, when he sold out his entire lumber interests, with the exception of a few interior yards which he still owns. During all these years the firm of W. D. Houghteling & Co. had continued in a wholesale and commission lumber business.

In 1882 Mr. Houghteling retired from active business, possessed of a competency, and now resides in the salubrious climate of Asheville, N. C., enjoying the fruit of an active and useful life. During all his business career Mr. Houghteling was forward in promoting the good of the city of his choice, taking a deep pride in all that concerned its progress and advancement. He took an active part in all general endeavors on the behalf of the citizens during the Civil War, to raise and equip troops and contribute to their health and general welfare. As a member of the Citizens' Association he was actively concerned in the forwarding of all matters having for their end the good of the city, the purity of the ballot and the advancement of the nation. He was for nearly forty years connected with St. James' Episcopal Church, the first Episcopal Church established in the Northwest, and was for several years a vestryman. He was married in 1853 to Miss Marcia E. Stockbridge, a sister of Senator Stockbridge, whose family had removed to Chicago in 1851 (the late senator being then a lumber merchant of the young city), and still rejoices in the companionship of the wife of his youth and of the two surviving children of the six with whom the union has been blessed, and in the good wishes of the multitude of friends who hold him in the highest respect and esteem.

James L. Houghteling. Among the young lumbermen who have left their impress upon the later development of the Chicago lumber trade, as well as upon the city generally, is James L. Houghteling, son of the old pioneer, William D. Houghteling.

He was born in Chicago in 1855 and received his early education in the common schools of the city, supplemented by a course of study at Yale College, from which he graduated with credit in 1876. During the following year he entered the office of the Menominee River Lumber Company as a clerk, being in 1879 elected secretary of the company, a position which he continued to hold until 1882, in which year he was elected treasurer of the Mackinaw Lumber Company and of the Black River Lumber Company, which position he continues to hold. He was also elected treasurer of the Lumberman's Mining Company, at Iron Mountain, on the Menominee River, Michigan, A. A. Carpenter being president of the company, which is engaged in mining the superior quality of iron ore which was found to underlie some of the pine lands of the Menominee River.

In January, 1885, Mr. Houghteling became a member of the banking firm of Peabody, Houghteling & Co., dealing largely in Chicago mortgages and other evidences of indebtedness and ranking among the more solid of the many private financial houses of the city, still retaining his directorship in each of the lumber companies. Mr. Houghteling has been active in the work of the Young Men's Christian Association of Chicago, holding the office of president for three years. He has filled the position of treasurer of the association for the past five years.

George Green. George Green, president of the Green & Lombard Lumber Company, was born at Quincy, Ill., January 20, 1842, of which city his parents, Amos and Elizabeth Green, were old settlers. Amos Green carried on the lumber business there for years, and was also a railroad contractor, building many miles of the network of iron-ways in Illinois, Missouri and Iowa. Young Green's childhood and boyhood were passed in stirring times and in a stirring place. He was educated at Quincy, Ill., and, his school-days over, he managed his father's lumber yards, even continuing in the office long after the storm of the Civil War burst over the country. In 1862, when the statesmen of the North realized that the war was to be a long and bloody one, more regiments were demanded and the young man of twenty summers was among the first to respond to the new and earnest call. He was commissioned, September 1, 1862, adjutant of the Seventy-eighth Illinois Volunteer Infantry, promoted major September 20, 1863, mustered as major November 12, 1863, and served until his resignation, January 15, 1865, almost a month after the Confederate troops abandoned their intrenchments around Savannah. He participated in all the affairs of the regiment, from the attack at New Haven by John Morgan December 26, 1862, to the investment of Savannah, December 10, 1864. At Chickamauga, on September 20, 1863, the Seventy-eighth did brilliant service, but the blunder at headquarters, in not relieving their pickets at Rossville, on September 22, detracted not a little from the fame won on the 20th and 21st. Missionary Ridge, November 25, 1863; the Atlanta campaign, May 2, 1864, to September 2, 1864; the pursuit of Forrest and the siege of Savannah—were all participated in by this command. Maj. Green received a shot in the left arm before Jonesboro, Ga., which led to his resignation and honorable discharge on the date above mentioned. On his return to Quincy he went to Minnesota with his invalid brother. Coming to Chicago in 1867 he with Dexter Rich established a lumber yard on Archer Avenue near Twenty-fourth Street. In 1868 he bought his partner's interest in the business, operated the yard alone for some time, admitted George A. Lowe as partner, purchased his interests about 1870, moved the yards to the foot of Fisk Street, and, in 1871, sold his interests to Lowell & Barker. That year he established a double circular saw mill at White Lake, Mich., obtaining the logs on White River. In this enterprise he was associated at first with Mr. Cone and again with Mr. Kelsey, but he retained the management of the mill and office at all times until 1877, when he sold his interests at White Lake and returned

to Chicago. Here he re-established himself in the lumber business with S. K. Martin as partner, and they, with R. L. Henry, organized the Duluth Lumber Company in 1880. This became at once a great lumber manufacturing firm under the direct management of Maj. Green, who went to Duluth. In 1884 he sold his interests in that lumber company, returned to Chicago, formed a partnership with Mr. Talbot and established yards on Wood Street near Twenty-second. This partnership was dissolved in 1885. In 1886 he and John O'Brien became partners in the yards at Main Street bridge under the name of O'Brien & Green. In 1889 George A. Wilcox was admitted and the title of O'Brien, Green & Co. was adopted. In 1892 the company was incorporated, Mr. Green taking the position of vice-president and manager of their extensive wholesale and retail business with Mr. O'Brien, as secretary and treasurer. This company dissolved April 1, 1894, and Maj. Green organized the Green & Lombard Lumber Company, which began operations May 1, 1894, upon the site formerly occupied by T. H. Sheppard & Co., corner of Loomis and Twenty-second Streets.

Maj. Green was married in 1880 to Miss Margaret Thompson of White Hall, Mich. He is a member of Lincoln Post, No. 91, G. A. R., and of the Loyal Legion. His military life and associations are to him far more than memories, but he is a lumberman first during business hours. He is one "to the manner born," for while a boy before the war and as a veteran after the war his business life has been passed in the shade of lumber pile or saw mill.

William Owen Goodman. William O. Goodman, of the extensive lumber house of Sawyer-Goodman Company, was born September 24, 1848, at Wellsboro, Tioga County, Penn. Like many other Chicago lumber dealers, he may be said to have inherited the lumber business from his father, Owen Bruner Goodman, for many years a successful lumberman in the formerly extensive lumber districts of Pennsylvania, the business traits and heritage of a good name, for which the father was distinguished, having been perpetuated in the son. The death of the father when William O. was but an infant of a few weeks old compelled the widowed mother to return with her little family to her own parents at Columbia, Penn. Here the subject of our sketch was favored with an education of better than the ordinary character, being such as was afforded by the Columbia Institute and the Ely Institute of Athens, both of Pennsylvania, and, standing high in his classes, with a sound, practical, as well as theoretical education, he was fitted for the successful business career which has marked his later life. In 1866, at the age of eighteen, he began working for his uncle, Gen. Horace Williston, a prominent lumberman of Athens, Penn., where he remained for two years, gaining that practical knowledge of the lumber trade which paved the way to the successes of his life. In 1868 he came to Chicago, even at that time a city of great and recognized possibilities, in which, to as great an extent as at any later period, there was a demand for active, energetic, far-seeing, and enterprising men of push and



W. V. Gordon

virility. The war was over, and the marvelous activities of the succeeding years, in which the national wound was healing with a healthy intent, was resulting in a growth and development of the great West, in which Chicago made demand for the alert, ready, and able business man, bold to incept and ready to take advantage of every favoring turn of business. Here Mr. Goodman's well-trained activities and business acumen found a congenial field, and he secured employment with Spalding & Porter (afterward Spalding, Houghteling & Johnson), lumber dealers, which firm afterward became the Menominee River Lumber Company. Serving for one year as book-keeper, he was promoted to the position of salesman, and buyer for the mill, and a little later represented the extensive interests of Hon. Philetus Sawyer in the same company. Mr. Sawyer was then a prominent business man, and has since represented the State of Wisconsin for many years in the Senate of the United States.

In October, 1878, Mr. Goodman formed a still closer alliance with Mr. Sawyer through his marriage to Miss Erna M., daughter of the Senator. In this year the Sawyer-Goodman Company was organized and a general lumber business transacted, both in the manufacture and sale of lumber, logs and timber. This company was composed of Hon. Philetus Sawyer, his son Edgar P. Sawyer, James B. Goodman and William O. Goodman, all the parties being lumbermen of practical experience. In 1880 articles of incorporation were filed, and, without change of name, the company elected Philetus Sawyer, president; Edgar P. Sawyer, vice-president; James B. Goodman, secretary, and William O. Goodman, treasurer, with the management of the business at Chicago. The business, which had already attained large proportions, received a new impetus, and with a steady growth has become one of the largest of the many extensive lumber concerns of Chicago and the Northwest, the company handling annually about 75,000,000 feet of lumber, largely of its own manufacture, in modern mills of the largest capacity, in Michigan and Wisconsin, with vast forest resources in both States from which to obtain supplies for many years to come. Their distributing yards in Chicago rank with the most extensive, having over 1,000 feet of dock front on the river and trackage in their yards for loading fifty cars per day.

In 1881 the firm of C. H. Bogue & Co. was organized to do a general lumber business in Chicago and the Northwest, it being composed of C. H. Bogue, James B. Goodman and W. O. Goodman. The new company established a number of branch yards throughout Illinois, Nebraska and Iowa, and continued until 1883, when the Goodmans retired from the partnership. In all the business of the several houses mentioned, Mr. W. O. Goodman has held prominent and most responsible positions, filling the important office of treasurer and financier from the inception of each company or organization. His experience and ability, coupled with excellent judgment and an integrity of character which ensured him the highest confidence of not only his business associates, but of all who had dealings with him, have been no inconsider-

erable factors in the business of the companies the practical management of which has to so large an extent fallen upon his shoulders. Although but in middle life Mr. Goodman has accumulated a comfortable fortune and enjoys life in the society of his wife and son, Kenneth S., while conscious of being surrounded by a large circle of true and trusty friends. Mr. Goodman is a careful student and takes deep interest not only in passing events, but in the collection of relics and reminiscences of past days, and his collection of antiquarian curiosities, relics and bric-a-brac is said to be extensive. He attends the Presbyterian Church, is a director of the Royal Trust Company and finds social recreation in several city clubs, including the Union League, Washington Park and Athletic. As a member for many years of the Lumberman's Exchange, Mr. Goodman has served several terms as a director and upon important committees to the utmost satisfaction of his associate members. Mr. Goodman is secretary and treasurer of the Marinette Lumber Company, of which the Sawyer-Goodman Company are principal stockholders, and for many years held the position of vice-president of the Quinnisec Logging Company, of Marinette, of which he is now secretary and treasurer. One of the finest vessels on the lakes, built some years ago of the best oak from the Wisconsin forests, bears the name of W. O. Goodman. She is a schooner of large capacity belonging to the fleet of late Capt. Johnson, a well-known vessel owner of this city, and has proved, like her name-sake, a credit to the lumber trade. Thrown upon his own resources at a tender age, Mr. Goodman is an example to young men of that success which is attainable through a life of energy, integrity and devotion to the chosen calling of life, an example well worthy of imitation, in its blessing, not only to himself and his immediate family, but in its molding influence upon those who have been his associates and companions both in business and social circles.

Lewis W. Fick. A good man and useful has lived and has died, but his deeds live on and ever. He came into the world an influence for good—an influence not alone for his own time, but for all time until the end of time. The earth has claimed him and he has paid to earth the debt of all nature, but all living things are better and brighter because he has lived, and will be until life is no more. He made for himself a name among men and a place in the memory of men. He built up a large business, and in so doing helped to build up a large city. Chicago gave him the opportunity he sought, but he did not die indebted to her. All that he did, all that he was, is Chicago's, and Chicago is greater and stronger because he lived. She is his heir and the beneficiary of his labors, and of all the men whom she, through her leading men in almost every walk of life—particularly those connected with her lumber and commercial interests—delights to honor the man whose name is above is as near and dear to her heart as any other.

Lewis W. Fick was born at Port Royal, Norfolk County, Ontario, September 8, 1843, of that Holland Dutch stock which has carried economy, industry and success

to all parts of America. Frederick Fick, his father, was born in Canada in 1817, and died there in 1890. His mother was Sarah M. Ryerson, also a native of Canada, who died there a little less than fifteen years ago. They were people of character and good standing in the community, educated better than most of their neighbors and solicitous in all things for the welfare of their family of nine children, of whom Lewis W. Fick was the third in order of nativity and of whom six are still living.

Though he was the son of a farmer he belonged to a family of lumbermen, and his early days were associated with logs and lumber, his uncles having been engaged in the lumber industry. John Baird, the great lumberman of Port Huron, Mich., and extensive owner of pine lands, was his uncle. George W. Hotchkiss, late secretary of the Lumberman's Exchange, of Chicago, remembers Mr. Fick as a boy running over the logs in the water at Port Royal, and it was by Mr. Fick's uncle, who was in the lumber business at that place, that Mr. Hotchkiss was taught lumber inspection.

The future great lumberman of Chicago received his primary education in such public schools as were taught near his home, and later was graduated from a business college at London, Ontario. He had heard much of California and read more. To his youthful imagination it presented the sum total of all the promises of fortune and material advancement that he had ever felt ambitious to make his, and to deserve the fulfillment of. He resolved to try his fortune there, and thither he went in 1862, but California proved a disappointment to him, as it had proved to thousands of others equally enthusiastic, and, returning in 1865, he came to Chicago.

Nor were his earliest experiences here entirely pleasant. They were even discouraging. In later years he was fond of relating how, for three long and dreary weeks, he tramped the streets of the city in quest of employment. It was not until his money was all gone and he was in debt for two weeks' board, his kind-hearted landlady encouraging the almost disheartened young man to persevere, that he was taken on trial by Barzillia Merrill, then doing a lumber business on Lumber Street, at a salary of \$6 per week. He proved that he was made of the right kind of stuff, and his efforts in behalf of his employer were rewarded at the end of the first week by an offer of permanent employment at a salary of \$50 per month.

Mr. Fick's connection with Mr. Merrill was terminated by the death of the latter in 1866. Barton & Jones succeeded to the business and retained Mr. Fick in their employ, and after remaining for a year with them he resigned his position to go upon the cargo market as an inspector. In 1869 he entered the employ of the Peshtigo Company as salesman, and remained with that concern until March 31, 1877, when he withdrew to go into business on his own account as a member of the firm of Ketcham & Fick. When he was about to leave, the teamsters who had been under his supervision presented him with a watch and chain, which he always prized very highly, as a token that he was regarded as a good friend to the men who had worked under him.

The firm of Ketcham & Fick (W. P. Ketcham and L. W. Fick) was organized April 1, 1877, opening a large yard on Blue Island Avenue and Leavitt Street, and went quite heavily into the handling of bill stuff. It existed and carried on a most successful business until May 1, 1885, when Mr. Fick withdrew, and Mr. Ketcham took his brother into partnership with him. Mr. Fick joined his business fortunes with those of John Oliver, Jr., under the style of Fick & Oliver, and retained the location on Blue Island Avenue and Leavitt Street, while J. P. Ketcham & Bro. opened a new yard adjoining the old one, on Hoyne Avenue. The firm of Fick & Oliver was a most prosperous one, and at once became a most important factor in the lumber trade of Chicago. It was terminated by the death of Mr. Fick September 24, 1887, after it had been in existence only a little more than two years.

When Mr. Fick passed from life, Chicago lost one of its best business men and most useful citizens. Without ostentation or vain-glory, he went about his business, maintaining the highest character for integrity, accuracy and fair dealing, at all times ready to live up to his obligations; under all circumstances every inch a man. "Grown up in the trade of the city," to quote from the memorial to his memory passed by the Lumberman's Exchange of Chicago, of which association he was an honored member, "his many years of steady labor in our midst brought him in actual contact with every one of us, and there is a personal sense of loss added to the pain of seeing another vacancy in our ranks, recently so often visited. Possessed of unbounded energy and ambition, honest, frank to an unusual degree, scrupulously prompt and conscientious in all business matters, he was well on the way to the success these qualities command, and his death has cut short a career that would have been a pattern for young men as the legitimate result of sound business principles faithfully applied. There is an added loss in the ending of a life so full of promise of usefulness, which, counted by years, was yet short of its prime." From the memorial of the Illinois Club, of which Mr. Fick was a prominent member, this further quotation is appropriate: "It has been truthfully said of our deceased associate that his was a life that could ill be spared; but if the example of his business, social and family life would be the means of stimulating those of us who are left behind to do our duty in life, in such a manner that, when we pass away, we shall leave behind us the pleasant memories and kind remembrances that will live in the hearts of our fellow-men, then truly it may be said of him, his life was not in vain." Mr. Fick was a member of Dr. Thomas' Church and an intimate friend of that noted preacher.

Mr. Fick's most distinguished trait was his unselfish devotion to his family, which was the keynote of his whole life work. No man was ever more solicitous for the comfort of wife and children. Their welfare and happiness was his constant care, not because it was a duty, but because of his great and abiding love for them. Plain and modest in his own desires, he built a fine stone residence on Ashland Avenue and surrounded them with all the accessories of a liberal life, and they were, until he was

taken from them, among the most happily situated people in the city; and, gratefully remembering him, they still enjoy the material fruits of his enterprise and his labors in the world of business, from whose every adverse wind, from whose every vicissitude, he most zealously shielded them. He was married, in 1869, to Miss Emma Goll, a native of Saxony, Germany, and a daughter of Henry and Antoinette (Eckhardt) Goll. The family of Mrs. Fick came to America and, after living a short time in New York, located in Toledo, Ohio, and came thence, after four years, to Chicago, where Mr. Goll died in 1879, and Mrs. Goll in 1888. To Mr. and Mrs. Fick were born five children, three of whom are living: Emma C., Bruno W., and Edward P. Fick.

Mr. Fick was a man whom all men loved and trusted implicitly. His manners were so engaging, the confidence he inspired was so great, that for him to make an acquaintance was to make a friend. He possessed in a remarkable degree the magnetism of social attraction, and he exercised it constantly in a manner frank, genial and impulsive. He had a way of making every one feel that he was a friend, shown so naturally in the tone of his voice, in the grasp of his hand, in the kindly glance of his eye and in a hearty welcome which all who knew him recollect, and recall with melancholy pleasure. He was the life and soul of the social circle, the center of attraction in every group of his army of friends, and he emphasized his attractions by an open hand, a large, feeling heart, and an eye and ear of ready sympathy for human sorrow, all of which won and held captive the regard of men. A retiring man always, Mr. Fick shunned rather than courted publicity. He never sought to figure before crowds or in the newspapers. The influence of his character and his judgment was best exercised in those assemblies in which men were trying quietly and in good faith, and without any desire for parade, to accomplish some good purpose, and he was always most valued by men who met him on such occasions and were sincerely prompted by the same motives which controlled him. His charities were many, but of the unostentatious kind. He loved to do good for the good it would do to others, not for any reputation it would make for him. His life was well rounded; it was complete, in that it was influential for good and had almost nothing in it that could have caused him regret in his retrospective moments.

Benjamin Franklin Ferguson. Few men have for more than a quarter of a century been more closely identified with the lumber business of Chicago than has Benjamin F. Ferguson, of the South Branch Lumber Company. Mr. Ferguson comes from a family of lumbermen, his father being for many years engaged in the sale of lumber at Columbia, Penn., at which place Benjamin F. first saw the light in 1839, and whence, after leaving the common schools, he went to the Millersville Normal School in Lancaster County to complete his education. From the age of seventeen until he was twenty years old he worked in his father's lumber yard, then, with curiosity to see more of the world, he, in 1859, went to New York and entered the auction house of Robinson, Scott & Co. On the breaking out of the Rebellion he entered the army and

was sent to Alexandria, Va., in charge of the hay department of that section. The year 1865 found him at Chicago in the employ of Jesse Spalding (who appears to have been the educator of a large proportion of the middle-aged members of the trade), where he remained for three years, when he undertook the management of the Chicago business of R. Schulenburg, of St. Louis, Mo., which occupied his time for three years. During this time Mr. Ferguson discerned the value of retail yards in the West, and in 1867 established the business of E. Little & Co., at Paxton, Ill., as a side issue. In 1871, in company with Philip L. Auten, under the firm name of Ferguson & Auten, a planing mill was established on Throop Street, near Twenty-second, which soon after being destroyed by fire, the firm dissolved. Mr. Ferguson then became connected with the Beidlers in establishing the South Branch Lumber Company, of which the venerable Jacob Beidler, who has been connected with the trade for fifty years, is president, B. F. Ferguson, treasurer, and Francis Beidler, secretary, and which for twenty years was one of the most prominent among the more extensive companies doing business in the city, having western connections in the Traders' Lumber Company; Missouri Valley Lumber Company; Badger Lumber Company, and others throughout Kansas and Nebraska, each in turn having smaller branch yards in connection. With the year 1893 the South Branch Lumber Company ceased operations in Chicago, but, the company having in 1886 extended its operations to Tonawanda, N. Y., and the East in the formation of the Eastern Lumber Company, continues to do a large wholesale and retail lumber business from Tonawanda, N. Y. In addition to the Eastern business Mr. Ferguson is actively connected with the Santee River Cypress Lumber Company, being its president, with mills on the Santee River at Ferguson, Berkley County, S. C., where, with two bandsaws and a full complement of machinery for the manufacture of mouldings and fine house finish, the company will add the beautiful yellow cypress of the South to the stock of ornamental woods which have of late years taken the place of the varieties which for so many years were considered standard. Thus do intelligent observers perceive a solution of the problem of "What will take the place of pine, walnut, and mahogany?" awaking to the beauty and value of those varieties of timber which, by reason of their plenteousness in the sections to which they are indigenous, have hitherto been neglected.

S. R. Fuller & Co. The house of S. R. Fuller & Co. represents at this time one of the oldest firms now in business in the city, dating, in its various phases of partnership in connection with the gentleman whose name it bears, from the year 1867 in Chicago, while Mr. Fuller's association with the lumber business of the Northwest goes back to 1855, and with that of the East to 1849. Thus it will be seen that the house must be mentioned in the ranks of the earlier, if not among the pioneers of the Chicago trade.

Samuel Rawson Fuller. Like many others of the lumbermen of Chicago and the Northwest, Mr. Fuller came from the East, having been born at Rumford, Oxford



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Co., Me., in 1831. His father, Dr. Simeon Fuller, was one of the leading physicians of that day and section, a descendant from old colonial stock, his ancestors having settled in Massachusetts in the seventeenth century, while the annals of the Revolutionary War make proud mention of the prowess and patriotism of the grandfather of the subject of this sketch, who was wont to relate to his children and grandchildren, of the trials and hardships of that period, and the oft times necessity of creeping in stocking feet while reconnoitering the posts and pickets of the enemy.

His mother, too, Mary Ann (Rawson), could boast both of ancient and honorable lineage, being a daughter of Samuel Rawson, of Paris, Me. (formerly of Sutton, Mass.), and a descendant of Edward Rawson, the secretary of the redoubtable John Endicott, first colonial governor of Massachusetts colony, whose career as governor and deputy governor dated from 1627 to his death in 1654. Thus on both sides of the house Samuel R. Fuller looks back on a lineage and history coincident with the founding of the nation, its revolt and separation from the mother country, and its abnormal development to a grandeur and influence which is the envy of the world.

Samuel was educated in the common schools of Rumford, supplemented by two or three terms at the high school of that town, and at Farmington, Me. At the age of eighteen he left school to enter the employ of Fogg, Hersey & Co., Bangor, Me., Gen. S. F. Hersey afterward, and for many years past, well known in lumber circles of the Northwest, being a partner in the house. Their business was a general one of lumber supplies, Maine not having up to that period lost its prestige as the leading lumber-producing section of the land. Remaining with them for five years, he was, in 1854, sent West to enter the employ of Hersey, Staples & Co., who had secured large bodies of pine lands, erected mills and were doing a large lumber business at Stillwater, Minn., having a general store in connection therewith, of which Mr. Fuller was made manager. After about a year, however, he was persuaded by a fellow-employee, Ezra Treat, who was familiar with the lumber trade, to embark in the lumber business, and Treat & Fuller selected Davenport, Iowa, as their field of operations, purchasing their supplies from their old employers, Hersey, Staples & Co. The first raft of the season from the St. Croix River had reached them and was tied to the river bank, when Mr. Treat suddenly received that message which sooner or later comes to all, and Mr. Fuller found himself with obligations of \$12,000 in a business which he did not understand, and stock on hand which must be cared for and realized upon. In his dilemma he telegraphed to Mr. Hersey: "Treat is dead, raft is here, what shall I do?" Back came the laconic answer: "Pull out the lumber, and go ahead." Although a novice in the business, he, lacking no self-assertion, followed Mr. Hersey's advice and made a handsome profit out of the year's business, securing a large trade among the farmers, and acquiring a practical knowledge of the business, which he carried on at Davenport until 1858, in the fall of which year he removed to Hannibal, Mo., where he entered into partnership with Chas. H. Ammidown, and Fuller & Ammidown were,

until 1867, prominent among the leading lumber merchants of Hannibal and the Mississippi River.

In 1867 the firm dissolved and Mr. Fuller came to Chicago and, in company with H. T. Porter, of this city, and John J. Cruikshank, of Hannibal, established the house of Porter, Fuller & Co., with yards on Beach Street, foot of DeKoven Street, having purchased the business of Martin Ryerson, of which Read A. Williams had been manager. Porter, Fuller & Co. continued business until 1874, when, dissolving the partnership, Mr. Fuller associated himself with George C. Benton, and Benton & Fuller, at the corner of Union and Twenty-second Streets, carried on an extensive lumber business for the succeeding three years. On the termination of this partnership in 1877 Mr. Fuller opened a yard on Lumber Street, near Canalport Avenue, where he continued until 1879, when he removed to Lock Street, and three years later admitted Francis H. Markham to a partnership (Mr. Markham having for some years previous had a working interest in the business), and the firm became S. R. Fuller & Co. This firm continued at Lock Street until 1887, when they removed to their present location, Thirty-eighth and Ullman Streets. The business, when established by Porter, Fuller & Co., in 1867, amounted to sales of about 10,000,000 to 12,000,000 feet annually, but for several years past has ranged from 25,000,000 to 30,000,000 feet per year, with a proportionate quantity of shingles and lath. The trade, which originally was almost wholly confined to shipments to country yards, has, with increasing railroad facilities to mills located on their lines, been so largely diverted from Chicago as to give a preponderance of the Chicago dispositions to the local market, which in the abnormal growth of the city, consumes more than one-half of the vast quantity annually imported by the merchants of Chicago.

Mr. Fuller was married in 1870 to Miss Frances E. Brush, daughter of Elijah Brush, Esq., a prominent real estate dealer of Rome, N. Y., by whom he has one daughter.

Thaddeus Dean. Never was a better known or more highly respected man connected with the lumber business of Chicago than Thaddeus Dean, whose enterprise and push, with an intelligent grasp of the local and general situation, has led to the securing of a retail trade of fully 100,000,000 feet of lumber per year.

Mr. Dean was born at Raynham, Mass., April 7, 1829, and supplemented his common-school education with an academic course. At the age of sixteen he came West, and a year later had opened a store for general merchandising at Portage City, Wis., and was appointed its first postmaster. In 1852 he was seized with the gold fever, which carried him across the plains on mule-back to California, an experience which operated like a grindstone on his wits, which, naturally bright, became developed to such an extent that few have since equaled him for ready repartee, or a happy after-dinner speech, so that when Mr. Dean is announced, every face grows broad, and every faculty is awakened in preparation for a hearty laugh, and a season of good

humor is assured. Mr. Dean is a lumberman from the inevitable decrees of fate. While general merchandising at Portage City, he dabbled in lumber to a small extent. On reaching Grass Valley, Cal., in 1852, his first love was merchandising, but it soon lost its attraction, for Grass Valley was surrounded by large sugar pines (*pinus Lambertiana*) which so nearly resembled white pine (*pinus Strobus*) of Wisconsin, Minnesota and Michigan. Mr. Dean did not at first recognize the disease which afflicted him, but thought it was mining, which he tried for a while, but did not convalesce from his heart-ache, until at last he diagnosed his disease correctly, and began to slaughter the forests and to cut the big logs into lumber in his newly built "Clipper Mill," and subsequently in his "Challenge" mill, both appropriately named as typical of the pushing character of their proprietor. These mills were located from thirty to forty miles north of Marysville, Cal., and consisted of a mulay and circular saw in each. But the lumber business of California got dull in the severe reaction which followed the abnormal excitements of many years after the discovery of gold, and in 1860 Mr. Dean sold his mills and returned to the East, and settled down at Madison, Wis., again to pursue the line of general merchandising, building him a neat dwelling, with intent to spend the balance of his days in comfort. It has for many years been an adage of the trade that no man ever rolled a saw log, or handled a pine board, and was thereafter content in any other line of business. Be that as it may, seven years of merchandising was enough for Thaddeus Dean, and in 1867 the firm of Wheelock, Dean & Co. opened a lumber yard near the mouth of the Chicago River, where subsequently the Peshtigo Company operated its extensive yards.

In 1868 the firm became Dean & Perley, first at Fisk Street in the new lumber district, and later at Laflin Street, until in 1871 Dean Brothers was the cognomen. In the year 1881, Thad. Dean & Co. were announced, with yards at Laflin Street and another at South Chicago, which was just looming up and displaying the bow of promise to become the new lumber district. Charles Bruse was at this time admitted to partnership in the South Chicago business, but the firm name remained Thad. Dean & Co. In 1887 Mr. Dean sold out the South Chicago yard to his partner, and the house of Dean, Bader & Co. was established at North Avenue, the firm buying out first the yard of P. Wood, then that of Waldo, Schillo & Chandler, followed by that of Cook, Hallock & Gammon, and that of Loomis, Martin & Co., all of which were consolidated under the designation of the Home Lumber Company, while the firm of Dean, Bader & Co. assumed the title of the City Lumber Company. In 1888 the yard of John McDonald at the southwest end of Fullerton Avenue bridge was secured, and with it a large section of river frontage south of the bridge, and Mr. Dean's son-in-law was installed over a large business, under the designation of George E. Plumb & Co., which, on the death of Mr. Plumb, a year or two later, was incorporated as the Superior Lumber Company. Sighing for new worlds to conquer, in October, 1891, Mr. Dean purchased the yard and business of O. B. Jacobs, on Elston Avenue, near Divis-

ion Street, and the Central Lumber Company sprang into existence. In the spring of 1894 he bought out the Bushnell & Corneau Lumber & Mill Company, at Clybourn Place bridge, and established the Peoples' Lumber Company. Mr. Dean is at the head of all these various companies, and practically controls the trade of the north branch, with retail sales aggregating not far from 100,000,000 feet per year.

If the spirit of conquest is not soon satisfied, future historians may be led into the mistake of asserting that Mr. Dean controlled the lumber trade of Chicago, while the truth is, that there is a large slice which he has not, and probably will not aspire to grasp. Still there is no telling what Mr. Dean will reach out after, and he has the reputation of catching all the fish he may angle for, while the trade respects him for an absence of those sharp and tricky qualities which so often characterizes men of far reaching business acumen and ability. Mr. Dean is eminently a social man, is a member of several clubs, and was for several terms president of the Lumberman's Exchange, and always on the directorate. To leave Mr. Dean out of the directorate was to play Hamlet with the Dane left out. Mr. Dean is a young man for his age, and is not likely to grow any older for a dozen or twenty years to come, and will always be remembered as the "liveliest" man and most genial, connected with the Chicago trade, while his success in business is looked upon as the legitimate result of a determined system, combined with unflagging industry and unflinching integrity.

William Oscar Carpenter, elder brother of Augustus A. Carpenter, was born at Chateaugay, Franklin County, N. Y., October 7, 1823, and owing to frequent migrations on the part of his father, who was a lawyer by profession and custom-house officer by occupation, his education was confined to the district schools of the several places of the family residence. When William O. was nine years of age the family removed to Pittsford, Monroe County, N. Y., where they remained two or three years and moved to Mendon, Monroe County, whence, after three years, they moved to Springwater, Livingston County, and then to Pike, Wyoming County.

At the latter place W. O., being then nineteen years of age, and his brother A. A., aged seventeen, bought a farm, which they cultivated in summer, doing a general merchandise and cattle business in the fall and winter. This continued until, at the age of twenty-six, William was, in 1850, attacked with the California fever, which carried him across the Isthmus of Panama, by steam from New York, and by an old English brig, which 250 of his fellow excursionists chartered for the trip up the coast, which consumed eighty days from Panama to San Francisco. He remained in California for seven years, making several trips to the East, and in 1860 crossed the plains with a drove of horses. Meantime his brother Augustus had engaged in the lumber business at Monroe, Wis., and on the return of William O., in December, 1860, he joined Augustus, buying into the lumber business, and the two brothers have been closely connected in business from that day. The brothers remained at Monroe until 1863, the old farming proclivities asserting themselves in the occasional purchase of

a herd of cattle as a side speculation. The brothers, in 1861, bought into the lumber business of Kirby & Stephenson, who, in addition to a saw-mill at Menominee, had a retail yard at Milwaukee, run by Allen & Rood, whose interest was purchased by the brothers, and the firm of Kirby, Carpenter & Co. was organized. One peculiarity of the purchase of the Kirby & Stephenson business was the guarantee of Mr. Kirby, that if the profits of the business did not fully take care of the three-year deferred payments, they need never be paid. At the end of the first year the brothers cancelled the entire indebtedness, satisfied that Mr. Kirby's representations were fully warranted from the year's experience. An incorporated company under the designation of "The Kirby-Carpenter Company," was formed a few years later, which still continues.

Mr. Carpenter, like his brother Augustus, has, from its organization, been a member of the Lumberman's Exchange, and as well of the Citizens' Association, and although, from a retiring disposition combined with a strong tendency to asthmatic attacks, never a prominent or official member, has been a quiet but no less useful force in their advancement, through clearness of comprehension and conservative advice, the value of which has not been underestimated by the more active workers.

Mr. Carpenter was married in 1853 to Miss Lucetta Spencer, of Pike, Wyoming County, N. Y., who died in February, 1891, leaving two sons—Warren Spencer, now in charge of the planing-mill department at the mills at Menominee, and Frederick Ives, who is finishing his education at the new University of Chicago.

George T. Cook. For the past thirty-two years George T. Cook has, in one capacity or another, been a prominent figure in the Chicago lumber trade. He was born at Oswego, N. Y., in 1837, and came to Chicago in 1861. For two years he was a book-keeper in the office of Reed & Bushnell, and acquired such knowledge of the Chicago lumber trade that in 1863 he purchased the interest of Robert Eastman in the lumber firm of Eastman & Mills, and the firm became Mills & Cook, and so continued until the spring of 1872, their yard being located near the junction of Canal and Lumber Streets. In the latter year H. K. Elkins & Cook succeeded, until in 1876, when Mr. Elkins retired, and Henry T. Pitt, the proprietor of a planing-mill and box factory in the neighborhood, joined with Mr. Cook in the firm of Pitt & Cook, and the lumber yard and factory became allied in their business. In 1880 the firm removed to the Illinois Central Railroad pier, on the south side of the harbor, where it continued to operate until in the spring of 1885, when Mr. Pitt sold his interest to W. W. Rathborne, of the former firm of Kelley, Rathborne & Co., and Cook & Rathborne carried on the planing, box-making and lumber business at the same location until the spring of 1893, when they erected a much larger and more commodious factory at the corner of Union and Lumber Streets. While the history of Mr. Cook is closely identified with the lumber business of the city, his sixteen years of connection with the box-making business is, in fact, the history of the evolution of that important branch.

Up to 1862 the packing industry of the city purchased already slaughtered stocks of hogs, and bought lumber sawed to lengths, from which each packer made his own boxing. A few years later Nathan Cobb and others added to their planing mill machinery such conveniences as were needful for the wholesale manufacture of packing boxes, primarily for the use of meat packers. With the increased demand arising not only from the pork packers, in the wonderful development of that branch of the city's industry, but from the growth of a general manufacturing business, the number of box factories was vastly increased, until at this time at least 150,000,000 feet of lumber is consumed annually in this important branch of the lumber business of the city. Genius comes to the aid of necessity, and in 1882 nailing machines were first introduced by the Oconto Company in the manufacture of boxes, the original machines being greatly improved by subsequent modifications and improvements, until at this time they are in general use among the box factories of this and other localities, and the box making industry has become one of the leading enterprises of the city. It is needless to say that the subject of this sketch and his various business associates have not been lacking in appreciation and adoption of all labor-saving devices in connection with their business, a branch in which Chicago leads the world in the extent and value of the industry.

James Charnley. Among the many well-known names connected with the Chicago lumber trade that of Charnley has been prominent since 1866, in which year the firm of Bradner, Charnley & Co., was instituted and opened a yard and timber mill at Quarry and Cologne Streets, being practically the first to introduce a large stock of the heavier varieties of square timber and large joists.

James Charnley, the subject of this sketch was a son of William S. Charnley, who, for many years, was a banker in Philadelphia, and subsequently at New Haven, Conn., but who removed to Chicago in 1878, where he died in 1887. James was born at Philadelphia in 1844 and received the advantages of the schools of the Quaker City, completing his education at Yale College, coming to Chicago in 1866, and soon after engaging in the lumber and timber business as before stated.

The firm did a large business in the ordinary stock of a lumber yard, but its introduction of this stock of the larger squares, together with a saw mill for resawing, enabled it promptly to supply any demand for those larger sizes of joists or timber which, previous to that time, could be obtained only by direct order to a distant saw mill, involving much delay and additional expense.

The firm was dissolved in 1871, and was succeeded by Charnley Bros. & Co., composed of James and Charles M. Charnley, and Charles M. Smith (later of the well-known paper supply house of Bradner Smith & Co.), and this firm continued at the same location until 1881, when, closing out the business to the Sturgeon Bay Lumber Company, which was organized for operation of mills at Sturgeon Bay; Door County, Wis., the James Charnley & Co. house was organized, the "Co." being John M.

Douglas, then president of the Illinois Central Railroad Company. This connection was continued until 1884, when the improvements at the mouth of the Calumet River and the growth of South Chicago giving promise of an equally advantageous point for doing a wholesale and retail lumber business, and avoiding the excessive taxation and obnoxious license fee which had a short time before been imposed upon the Chicago yards, the James Charnley Lumber Company was organized, and, with two or three other prominent lumber concerns, opened yards at South Chicago, being the pioneers in the wholesaling of lumber at that point. Here the company remained for the succeeding four years, when Mr. Charnley decided to quit the yard trade, and engaged in the manufacture of lumber at Sturgeon Bay, also organizing the Mesaba Lumber Company at Duluth, Minn., the Lake Superior fields having by this time developed and become a prominent factor in the production and supply of building material.

While retaining his headquarters in Chicago, Mr. Charnley practically ceased to be interested in the trade of this city in 1893, and devotes his attention to his interests at Sturgeon Bay and Duluth, combining with them an interest in the rapidly developing forest industries of the South, being treasurer of the American Cooperage Company at Friar's Point, Miss., which, in connection with a saw mill, is largely engaged in the manufacture of slack cooperage from the plentiful supply of cottonwood, gum and other timber which there abounds.

Mr. Charnley was married in 1871 to Miss Helen M., daughter of his former partner, John M. Douglas, and has one son now receiving his education at Yale University. Mr. Charnley for many years resided on the beautiful Lake Shore Drive in the north division of the city, and is now living at the corner of Astor and Schiller Streets.

Wayne Bogue Chatfield. For twenty-three years the house of Street & Chatfield, and Street, Chatfield & Co., organized in 1869, by Charles A. Street and Wayne B. Chatfield, and later, when by the addition of Frederic A. Keep, it became Street, Chatfield & Keep, was one of the prominent and most highly respected among the many lumber houses of Chicago.

Wayne B. Chatfield was the son of a farmer, Horace Chatfield, who came West from New Hartford, Oneida County, N. Y., to which place Oliver Chatfield, the grandfather of Wayne B., emigrated many years before from the neighborhood of New Haven, Conn. The wife of Horace and mother of Wayne B. was Catherine Bogue, a native of western New York.

Wayne B. was born in 1840, at Polo, Ill., whither his parents had removed, and his earlier days were divided between the common schools of the neighborhood and the work required of him on his father's farm, and it is greatly to his credit that from these humble opportunities he acquired fluent speech in three foreign languages, which as an extensive traveler in foreign lands, proved of the

greatest advantage to him in his riper years. His first business venture was as station master for the Illinois Central Railroad at their station at La Salle, Ill., where he remained for several years.

In 1865 he came to Chicago, and remained until 1869 in the employ of his brother-in-law, H. H. Taylor, dealer in agricultural implements. In the spring of 1869 he became associated with Charles A. Street in the firm of Street & Chatfield, with yards on the North Side near the Chicago Avenue bridge, and from 1877 the firm of Street, Chatfield & Keep on the South Side at Twenty-second and Fisk Streets, the business at the latter location being largely a wholesale trade with country dealers, while that on the North Side was more largely in the retail line. In 1877 the business of Avery, Murphy & Co. (Twenty-second and Fisk Streets) was purchased, and the operation of the firms extended, and in 1878 Marcus M. Darr was admitted to a partnership in the Twenty-second Street yard, and the firm became Street, Chatfield & Darr, so continuing for one year, when Mr. Darr withdrew, and (1880) Frederick A. Keep entered the firm, which now became Street, Chatfield & Keep on the South Side, retaining the premises at Fisk and Twenty-second Streets until 1890. On the North Side the firm of Street & Chatfield was changed to Street, Chatfield & Co., and they continued to occupy the premises near Chicago Avenue bridge, which Street & Chatfield had taken in 1868.

At the incorporation in 1888 of the Interior Lumber Company and erection of extensive mills at Interior, Mich., Mr. Chatfield was elected secretary, an office which he continued to hold until his death, although for several years past he had given but little attention to active business affairs, being accounted a capitalist, from bequests which had reached him from the decease of wealthy relatives, as well as from the profits of his business ventures. Mr. Chatfield was never a robust man, while always enjoying fair health, and having the means as well as the disposition to travel, had made himself acquainted with the peoples and customs of foreign lands, in which his linguistic acquirements stood him well in hand and added greatly to his enjoyment. He was a prominent club and society man, being a member of the Union, Chicago, Calumet and other leading clubs of this city, and as well of clubs in Eastern cities. He was a man of liberal tendencies and broad ideas, and was held in the highest esteem by all with whom he came in contact. Mr. Chatfield's death at Fort Smith, Ark., October 31, 1892, was sudden and unexpected, but few of his friends being aware that he had left the city but a few days before with an apparently slight cold, and had gone to Fort Smith on business, where he was taken with pneumonia which speedily came to a fatal termination. Mr. Chatfield was the last of his family in the male line of descent, and in order to perpetuate the family name requested his nephew Hobart C. Taylor, to assume and adopt the name of Hobart C. Chatfield-Taylor, and by recent decree of the courts, the request has been complied with, and the name has become a legal designation. Mr. Chatfield left a handsome fortune, the bulk of which was

bestowed upon his nephew, who is a son of the late Henry H. Taylor, a leading merchant of the city, and son-in-law of Ex-Senator C. B. Farwell, of this city, and a young man of considerable note in the social and literary world.

Uri Balcom. Ever since the war, until his recent decease, Uri Balcom was identified as a leader with Chicago's great lumber interests, and during all his active business career he was a lumberman and a leader of lumbermen wherever his lot was cast. Born in Oxford, Chenango County, N. Y., May 17, 1815, he went early to Steuben County, and soon acquired there large lumber interests, manufacturing lumber extensively before that time and rafting the products of his mills down the Susquehanna and its tributaries to the markets of Harrisburg, Baltimore and other points.

Even as a young man, Mr. Balcom was too far-seeing not to note the great possibilities of Wisconsin as a field for extensive and profitable lumbering operations, and he had acquired interests there before the war. In 1861 he recruited a company in Wisconsin which did gallant and effective service on Southern battlefields. About 1856 he located at Oconto, Wis., and was one of the organizers of the firm of Eldreds & Balcom, which, a few years later, was succeeded by that of Holt, Balcom & Calkins, which existed for two years.

At the expiration of that time Messrs. Holt & Balcom bought the interest of Mr. Calkins, and, as Holt & Balcom, carried on business successfully for more than twenty years. In 1868 Mr. Balcom removed with his family to Chicago and took charge of lumber yards established here with a view to marketing the lumber manufactured at the firm's mills at Oconto, and this business from the start was one of the most prominent of the kind in the city. The firm of Holt & Balcom never operated a yard at Chicago, but disposed of the product of their mills by the cargo, in the markets of Chicago, Milwaukee, Racine and other points. Mr. Balcom was successful, not alone in the management of this great interest, but in others of different kinds with which he was from time to time identified, and he had long been distinguished as one of Chicago's most influential and public-spirited citizens. He was for years known as a director in the Atlas National Bank of this city, in which he became a large stockholder at its organization, and long retained an interest in other enterprises which he assisted to establish and push forward to success. Mr. Balcom was always very popular socially, and long since became a member of the Commercial, Union League and Calumet Clubs.

As may be inferred from his record as a staunch Union man in the days of 1861, he was a Republican from the organization of the party, and it had always been a matter of pride with him that he loyally supported the Government in its reconstructive and economic policy after the war and in our later history. From 1856 on, he indorsed the candidates and principles of his party, conscientiously and unswervingly, and, though not an office-seeker, nor in the usual acceptation of the term a politician, always wielded considerable political influence. His patriotism was a birthright. His

grandfather, Henry Balcom, a native of Sudbury, Mass., born August 16, 1740, removed to Newfane, Vt., in 1773, and in August, 1777, responded to the call of Gen. Starke and fought under him at Bennington. His sons, Francis and Samuel, removed from Vermont to Oxford, Chenango County, N. Y., in 1789, married there, and with their wives endured the hardships of pioneer life. The father located there in 1793, and died there in 1812.

Samuel Balcom, the father of Uri, had nine children, one of whom, the late Hon. Ransom Balcom, was for many years judge of the Supreme Court of the State of New York. Samuel Balcom was a man of the best instincts, was beloved by all who knew him, was influential in his day and generation, and died in 1847. He was a presidential elector in 1840, and, as such, assisted to seat William Henry Harrison in the Presidential chair. Capt. Joseph Balcom, who fought at Lexington in the Revolutionary War, was of the same family. The first of the Balcoms in America was Henry Balcom, who settled at Charlestown, Mass., in 1661, and who was descended from the English family of "Balcombe," long known in Kent. Uri Balcom, as a member of the firm of Holt & Balcom, was for many years an honored and influential member of the Lumberman's Exchange, and held an enviable position in the respect of his business associates. Socially he was one of the most genial of men. Mr. Balcom died November 1, 1893.

Everett Wellington Brooks. Among the most prominent and successful lumbermen in Chicago is Everett W. Brooks. Mr. Brooks was born at Old Cambridge, Mass., December, 1840. His father, who was Luther Brooks, was an old-time lumberman of East Cambridge. Young Brooks entered the store of a firm in Boston engaged in general business, and in 1861 was sent West to settle up a large claim which was held against a mercantile concern at Manitowoc, Wis. Finding that the assets of the firm consisted largely of saw-logs, Mr. Brooks chartered two saw mills at which he manufactured the stock and marketed it in Milwaukee and Chicago. This occupied about ten months of his time, but, being successfully completed, Mr. Brooks returned East and entered the navy, receiving the appointment of paymaster, in which he served until the close of the war, receiving special mention in official reports for gallant conduct. In July, 1866, he came to Chicago on leave of absence, and assumed the agency of the business of the Boston house of Loud, Priest & Shepard, which he ran successfully for three years, being in the meantime mustered out of the navy. On the organization of the Ford River Lumber Company he was elected secretary and manager at Chicago, a position which he filled for about six years. Owing to the failing health of his wife, the effect of a temporary change of climate through a six months' residence in the East, was tried with excellent results. The slow motion of the business style of the East not suiting the energetic young man, who had become thoroughly imbued with the driving and pushing spirit of the West, he returned after an absence of but six months, and organized the firm of E. W. Brooks



C. W. Brooks

& Co., with Mr. Ross as partner, which subsequently became the firm of Brooks & Ross Lumber Company, with mills at Schofield, Wis., Mr. Brooks remaining in Chicago and Mr. Ross taking charge of the mills and necessary operations in the woods. The firm subsequently acquired by purchase a large mill plant at Merrill, Wis., and also purchased a large tract of timber land on which, at one point, the town of Harrison, with an extensive saw mill and shingle mill together with planing mill, was erected, while at another point, five miles distant, the town of Parish was located, with another extensive mill plant. The operations of the house in its various locations embraces the manufacture of from 80,000,000 to 85,000,000 feet of lumber annually, besides shingles and lath. Mr. Brooks is president of the Brooks & Ross Lumber Company and vice-president of the Prairie River Lumber Company at Parish, and of the Wisconsin Valley Lumber Company at Harrison. In 1888 the firm discontinued the yard business, which to that time had been carried on in Chicago, the business being concentrated at the mills, Mr. Brooks having a general office in Chicago, it being for several years past located in the "Rookery" building at the corner of La Salle and Adams Streets.

No man could have built up the extensive business which is now comprised in the operations of Mr. Brooks did he not possess, not only the highest order of business talent, but as well a reputation for honesty and integrity. During all the passing years Mr. Brooks' word among business men has been as good as his bond, and it was remarked by a gentleman to the author of this sketch: "I borrow no trouble in my dealings with Mr. Brooks, for I always find him ready to accord to me all that he would ask of me under the same circumstances."

Mr. Brooks is a director in several manufacturing companies in industries other than that of lumber, and is also a director in the Globe National Bank of Chicago. He is a member of Mount Hermon Lodge, F. & A. M., Medford, Mass.; of Hugh De Payne Commandery K. T. of Melrose, Mass.; and of Massachusetts Consistory, Scottish rite.

Mr. Brooks was in 1871 married to Miss Annah Jenning of Chicago, and has one daughter Evelyn A., who resides with her parents at the elegant family residence on Drexel Boulevard.

Mr. Brooks is well known for his many deeds of unostentatious charity, being a believer in the doctrine of not letting the left hand know what the right hand doeth, but the many instances which are known to his friends wherein the tear of the widow has been dried and the pangs of hunger assuaged, bear evidence that success in life has not hardened the heart or blunted the sensibilities of a naturally kindly and sympathetic nature.

Ed. E. Ayer. In 1635 the ancestors of the present Ayer family came to America and selected a home amid the colonists of Massachusetts. They moved as the frontier moved, and were among the pioneers who settled at Haverhill in 1640:

When wild in woods the noble savage ran,

There, for almost three-quarters of a century, they shared in defense and attack, guarding the gateway to the older settlements against the aborigines and enduring the toils and alarms incidental to life in the Merrimac Valley of that day.

In 1836 Elbridge G. Ayer and his young wife, of Haverhill, Mass., crossed half a continent to carve out a home on the shore of Lake Michigan. From what they learned of Chicago, it could not be a desirable home for the staid young couple from Massachusetts, so they wisely disembarked at Southport now Kenosha, Wis. Without loss of time Mr. Ayer established a general store at that point, and carried on a lucrative business there from 1836 to 1845. Some time during the year 1846 he moved to Big Foot Prairie, on the Wisconsin-Illinois State line, and in 1856 he moved to the site of the present town of Harvard, Ill., purchasing the land and founding the town.

Of the seven children who blessed the marriage of Elbridge G. and Mary D. Titcomb Ayer, Ed. E. Ayer is the third in order of age. He was born in Kenosha, Wis., in 1841, and received the education which the schools of southern Wisconsin then offered, and at the age of nineteen, entered on that self-reliant career which has been so signally rewarded.

In 1860 he left Harvard to graduate, so to speak, on the trail. Starting for California in that year, he made the journey over the "desert" and the mountains, to San Francisco. On his arrival at the Golden Gate, he found himself in possession of the poetic sum of 25 cents. Sawing wood was an alternative, and the Illinois youth grasped the opportunity with as light a heart as the Harvard boy of to-day would grasp a base-ball bat. He was successful. Shortly after, he obtained a position in a planing mill, and was content with his work until the shrill bugle called the men of California to arms. In August, 1861, he enlisted in Company E, First California Volunteer Cavalry, and proceeded at once with that command to Lower California, Arizona and New Mexico. He served with the First California Cavalry until early in 1864, when he was commissioned second lieutenant of the First New Mexico Infantry. This commission he resigned in May, 1864, and returned to Harvard, Ill. In 1865 he is found buying timber lands, cutting down the trees, and selling timber and ties to the railroad builders. His first large tie contract, made in 1867, provided for furnishing ties for the Iowa division of the North-Western Railroad. Sixty thousand ties were floated down the Mississippi that year to fill that contract, and every year since a greater or less number is supplied to that division by Mr. Ayer, for the contract is still in force.

Since 1867 his entire business attention has been given to the demands of railroad companies for ties, cedar posts and telegraph poles. He established his central office at Chicago in 1879 at 234 South Water Street, and subsequently in the Rookery and Old Colony buildings. From this point the business of the branch offices at Alpena, Sheboygan and Escanaba, Mich.; La Crosse, Wis.; St. Croix Falls, Minn.; and Fayetteville, Ark., is directed,

Mr. Ayer is the principal stockholder in the Ayer & Lord Tie Company, holding one-half of the \$150,000 stock authorized by its incorporation under the laws of Illinois. This company operates in oak and cypress railroad ties on the Illinois Central Railroad from Chicago to New Orleans; on the Cairo "Short Line" from Carbondale, Ill., to Paducah, Ky., and on the Ohio, Cumberland and Tennessee Rivers, handling fully 2,000,000 ties per year; the business being wholly distinct from the individual business of Mr. Ayer in the North, although operated from his Chicago office.

He has received within the period of one year, in Chicago alone, no less than 965 cargoes of material, and his business requires the services of about 7,000 employes directly and indirectly. At one time he established saw mills in Arizona which cost him \$225,000. The water for his engines was conveyed a distance of seventy-five miles by railroad. The product in ties and lumber, was used in the construction of the Mexican Central Railroad, and in yards from Los Angeles to Chihuahau City, Mex.

The immense business, with its possibilities, has been developed by Mr. Ayer and carried on with the same go-ahead, aggressive spirit that carried him to California in 1860, and through the war from August, 1861, to July, 1864, and was, of course, instrumental in making the new life he assumed in 1865 so magnificently successful.

His relations to society, science and art comprise membership in the Commercial Club, the Chicago Club, the Union League, the Union, the Washington Park and the Literary Clubs; he is president of the Field Columbian Museum, an outgrowth of the World's Fair, and trustee of the Newberry Library, of the Art Institute, and of the Chicago Historical Society. In Masonic circles he takes some interest, while in Grand Army circles he holds membership in George R. Thompson Post and in the Loyal Legion. He is president of the Lake Geneva Fresh Air Association, and interests himself in many of the great charitable institutions of the city.

He has one of the largest and most valuable collection of books in the world, devoted to the history and legends of American Indians. No less than 4,500 volumes are found on his shelves. Archæology and ornithology are his favorite studies, and it is questionable if a greater field of historical and scientific research exists in these branches, than in his library.

His marriage with Miss Emma Burbank, a native of Massachusetts, took place in 1865. Like himself, she is a descendant of the pioneers of Massachusetts, the Burbanks dating their arrival in the new world to 1635. Their only child is the wife of Dr. Frank Johnson, of Chicago. The city house of Mr. and Mrs. Ayer occupies the corner of Bank and North State Streets, while their summer home stands on the shore of Lake Geneva. These homes speak of the progress of civilization in the West in the highest degree, as the owner's immense business tells of her commercial progress.

Mr. Ayer has always been a Republican. Prior to taking up his residence at Chicago he was honored by representing Illinois in the National Republican Convention held at Cincinnati in 1876. An earnest believer in the policy of that party,

he is a zealous advocate of the party's principles, not for personal gains, but for the welfare of all the States and Territories.

Such a man, by nature courteous, cultivated and genial, is a blessing to a community or state. He is one of the makers of the prosperity we behold on every side, and *per se* refutes the philosophy of anarchist, socialist, communist and atheist; for his life shows the good there is in humanity and proves there is an all-directing Providence which directs and confirms wealth. The railroad tie business is one of the greatest of industries finding its inception in the forests of the nation, fully 2,500,000,000 feet of timber being required yearly in the building and renewing of the railroad systems of the land, and while but one of the many operators in this branch of forest industry, Mr. Ayer occupies a leading position in the extent of his operations. Parenthetically, it may be remarked that the 179,000 miles of railroad in the United States required no less than 13,750,000,000 feet of timber in their roadbeds, while requiring renewal at least once in six years.



CHAPTER V.

PRIVATE RECORDS OF LUMBERMEN

From 1870—1880.*

William Emerson Strong. Since the early colonial times, far back when the Puritans were leaving the British Isles in great numbers to escape a galling and persistent persecution for their religious opinions, and were crossing the wide and tempestuous ocean and landing on the rocky coast of New England, the Strong family has been one of the most prominent of the English race on this side of the Atlantic. Still farther back, before an English settlement had been founded on this hemisphere, certainly as early as 1545, members of the family were already distinguished in the civil and military annals of Great Britain, as faithful supporters of the crown and defenders of the faith, and were honored by their sovereign with various commissions, emoluments, and promotions, as rewards for gallant military service and upright citizenship. There is good evidence to support the belief that the name was originally McStrachan, and that, by successive changes, it became Strachan, Strachn and finally Strong. As far back as the name can be traced, in England, Scotland and Ireland, each, had a branch of the family, and the three branches still farther back were probably closely connected by consanguineous ties, though it is possible that two or more localities may have originated a name of such evident signification. As far back as the three branches have been traced, each had a separate family crest, but there is such a striking similarity in the three that their common origin is suggested if not proved. The principal figure is an eagle with its wings outspread, and this constitutes the most striking feature of the crest of each of the branches. But here the similarity ceases. The crest of the English branch, from which division the Strong's of the United States trace their descent, may be described as, "A mural coronet, gold; a demi-eagle, wings outspread, gold." The rim of the coronet is made to resemble a battlement, and the coronet was no doubt bestowed upon a member of the family as a military reward for having gallantly scaled, or forced a breach through, the walls of the enemy. Tradition says that the motto of the family was "Tentanda via est," meaning "A way must be tried," or "Try, try again." This is the motto of the Strong family of Lyman Abbey, but there is no certain evidence that the founder of the branch in this country was connected with that at Lyman Abbey. However, it

*A few delayed sketches will be found out of chronological order.

is presumable that all of the name originated from a common stock, and that all, therefore, may claim a share in the ancient or mediæval family renown.

The first of the name to cross the Atlantic was John Strong, who was born at Taunton, England, in 1605, and was the son of Richard, whose father was a Roman Catholic and lived to a great age. Embarking at Plymouth, England, March 20, 1630, John Strong, after a tempestuous voyage of over seventy days, during which the good ship "Mary and John" was driven far out of its course, was landed unexpectedly at Nantasket, Mass., May 30, 1630. He first resided at Dorchester, which town he helped to found, but in 1635 moved to Hingham, Mass.; in 1638 to Cohannett, Mass., which was afterward called Taunton; in 1645 to Windsor, Conn., all of which towns he assisted in founding, and in 1659 to Northampton, Mass., where he lived for forty years, following the occupation of a tanner. On the colonial records his name was spelled both Strong and Stronge, and he was often required to serve as a juror in the Commissioners' Court. In 1638 he was chosen constable of Cohannett, or Taunton, and in 1669 was appointed one of a committee of seven to divide certain lands at Hadley, a portion of which was set apart for the maintenance of a new minister. He was a prominent churchman and a conscientious worker for the advancement of the cause of Christianity, and is known to history as "Elder" John Strong, owing to the fact that on June 24, 1663, he was, with due and impressive ceremony, chosen ruling elder of his church. He was twice married, his first wife dying on the ocean, and his second wife being Abigail Ford, with whom he lived happily for fifty-eight years and by whom he had a family of sixteen children. He lived a useful and honorable life and passed away in 1699 at the advanced age of ninety-four years.

The direct line of descent from Elder John Strong to Gen. William Emerson Strong is as follows: John, born in 1605; Samuel, born in 1652; Nehemiah, born in 1694; Simeon, Sr., born in 1736; Simeon, Jr., born in 1764; John E., born in 1802; William E., born August 10, 1840. Of this line Simeon, Sr., became a great lawyer at Amherst, Mass. He graduated with distinction from Yale in 1756 at the age of twenty years and immediately thereafter began the study of theology, and later was duly ordained to preach. Owing to a severe pulmonary complaint he did not settle in the ministry anywhere, though often invited, but continued to preach under special calls for several years. As a minister he was famous for his fire, eloquence, extraordinary power of extemporizing, and for his blameless conduct and consistent morals. He finally determined to study law, which he did under his kinsman, the very talented Col. John Worthington, of Springfield, Mass., and in 1761 was admitted to the bar. As a lawyer he had no superior in all New England. His wonderful gift of speaking extemporaneously, his pathos and eloquence, his searching analysis and pitiless logic, his rare legal learning and ripe scholarship, his fine presence and charming individuality, and his character of the strictest integrity, placed him in the foremost rank of his profession. He was chosen by his fellow-citizens to represent them in the Gen-

eral Court from 1767 to 1769, became a State senator in 1793 and served as a justice of the Supreme Judicial Court of Massachusetts from 1800 to 1805. By reason of his high character, great knowledge of the law and prominence in public affairs he was granted the degree of doctor of law by Harvard College in 1805. He died in 1805, at the age of sixty-nine years. He was a contemporary of his cousin, Gov. Caleb Strong, of Massachusetts, the latter being fifth in another line of descent from Elder John Strong, the founder of the family in America.

John Emerson Strong, sixth in direct line from Elder John Strong, was born in 1802, and in 1829 was united in marriage to Abigail Percival, daughter of Joseph Percival, of Sandwich, Mass. Before his marriage he was engaged in merchandising at Amherst, Mass., but in 1827 moved to Granville, N. Y., where he became a manufacturer of woolen goods and resided until 1849. He then removed to Lockport, N. Y., where he continued the latter business until 1853, when he came to the West and engaged in farming at Clinton, Wis. He died at Racine in 1861, beloved for his fascinating social qualities, and respected for his many virtues.

Gen. William Emerson Strong was the seventh in direct line from Elder John Strong, and was born at Granville, N. Y., in 1840. He was nearly thirteen years of age when his father moved to Clinton, Wis., and he was there put to work on the farm, doing a man's labor, after reaching the age of fifteen years. He was educated at the common schools, and prior to his seventeenth year attended Beloit College six months, and later Phillip's Academy, Amherst, Mass., where he prepared himself for college. In 1856 he entered the law office of Strong & Fuller, of Racine, and there pursued his studies as he could spare the time, and performed the duties of a clerk to help defray his expenses, until 1861, when he successfully passed the required examination and was admitted to the bar. After being admitted to the bar without condition he decided to go through Harvard. He had passed his examinations without condition in going through Phillip's Academy for the sophomore year, and was waiting to enter Harvard in September. He met with a serious fall while exercising in a gymnasium, and was thereby delayed until the following year, when the call for troops changed his action, and the whole current of his life. He was twenty years of age, able, patriotic, adventurous and endowed with the courage and instincts of a military man and, accordingly, at the first request for troops he issued a call for volunteers and soon had a full company enrolled, of which he was elected captain. His command was accepted and assigned to the Second Wisconsin Regiment as Company F, and later was attached to the brigade of Col. William Tecumseh Sherman, with which body of troops he participated in the engagement at Blackburn's Ford July 18, and at Bull Run July 21. From the 24th of April until the 12th of September he served as captain of Company F, participating in all the memorable movements of his gallant command. One day, while engaged in extending his pickets, he was surprised and captured by five Confederates. He was asked to deliver up his pistols, whereupon he replied, "Cer-

tainly, gentlemen," and pulling them out suddenly shot and killed three of his captors before they could recover themselves, and put the other two to swift and unceremonious flight. The audacity of this act was the reason of its success, and was characteristic of all the military performances of Gen. Strong, who owed his military advancement to his coolness, courage, audacity in moments of extreme peril, and conspicuous soldierly qualities and conduct. His first wound was a gun shot through the cheek which cut a furrow in his tongue, but failed to stop his commands to his company, or his cheers for the old flag.

On the 12th of September, 1861, he received his commission as major of the Second Wisconsin Regiment of Volunteers. In October, 1862, owing to his known skill, readiness and ability, he was changed to special detail and was assigned to duty on the staff of Gen. Kean as inspector-general, Sixth Division, Army of the Tennessee, and as such served acceptably for two months. He was then transferred on special duty to the staff of Gen. J. B. McPherson, where he became inspector-general, Right Wing, Army of the Tennessee. On February 10, 1863, he was commissioned lieutenant-colonel and assistant inspector-general of the Seventeenth Army Corps, Army of the Tennessee, and on April 20, 1864, was appointed inspector-general of the department and of the Army of the Tennessee, and as such served until the close of the war, May 19, 1864. Besides these general duties, he served as chief of the staff to Gen. O. O. Howard during the campaigns of Atlanta to the sea, and of the Carolinas. He was commissioned lieutenant-colonel of the Second Wisconsin Regiment in 1864, and was brevetted colonel to date from September 1, 1864, and was brevetted brigadier-general to rank from March 21, 1865. From May 19, 1865, to September 1, 1866, the war having ended, he was assigned to duty under Gen. Howard as inspector-general of the Freedman's Bureau, and at the latter date was honorably mustered out after five years four months and seven days of active, gallant and honorable service.

During the war he participated in the following movements, campaigns, skirmishes and battles: Blackburn's Ford, July 18, 1861; Bull Run, July 21, 1861; Port Gibson, May 1; Raymond, May 12; Jackson, May 14; Champion's Hill, May 16; Black River Bridge, May 17; siege of Vicksburg, May 18 to July 4, 1863; Campaign to Meridian, February 3 to 28; Campaign to Atlanta, May 5 to September 5; Resaca, May 14, 15, 16; Dallas, May 28 to June 1; New Hope Church, June 2 to 4; Kenesaw Mountain, June 14 to July 2; Nickajack Creek, July 4; Atlanta, July 20, 21 and 22; Ezra Chapel, July 28; Jonesboro, September 1; Lovejoy Station, September 2 to 5; campaign from Atlanta to the sea, November and December; Fort McAllister, December 13; skirmishes around Savannah, 1864; campaign of the Carolinas, January to March, 1865; Bentonville; surrender of Johnston's army, April 26, 1865; grand review at Washington, D. C., in May, 1865. In addition to the above he raised the stars and stripes over the courthouse at Vicksburg upon its capitulation, July 4, 1863, and received the last order of the lamented Gen. McPherson, who was shot at Atlanta,

July, 22, 1864, and made the forlorn and daring charge to recover his body from the enemy. He was one of the ablest of the citizen soldiery in the Federal service. Without any previous military training, having just reached his majority, he exhibited marked capacity for the service, and secured the admiration of his superior officers by his promptitude, courage and intelligence. Without a single exception, his military duty was performed with rare ability and unflinching courage, and he retired at the close of the war to civil life, having earned the lasting gratitude of his fellow-citizens and his country.

After the war his military ability was fully recognized by his appointment to various semi-military positions. In April, 1876, he was appointed inspector-general of the Illinois National Guard, to rank as lieutenant-colonel from April 6, 1876, and the following year was appointed inspector-general and inspector of rifle practice on the staff of Gov. Cullom, with the rank of brigadier-general to date from July 3, 1877. In 1879 he was again appointed inspector-general on the Governor's staff. He took an active interest in the organization of the National Guard of Illinois, which he gave much personal oversight and assistance.

Soon after quitting the army Gen. Strong became a member of the Peshtigo Lumber Company, of which, a little later, he was elected secretary and treasurer, which positions he acceptably filled for over six years. In October, 1873, he was elected president of the company and continued to officiate as such to the great advantage of the stockholders for a period of eighteen years, or until his death April 10, 1891. He was interested in the construction of the Sturgeon Bay Canal, and in 1872 was elected treasurer and assistant secretary of the Sturgeon Bay and Lake Michigan Ship Canal & Harbor Company, of which he was a stockholder and a director. As a business man he was as much of a success as he was in the military service. His observation was keen and discriminating, his judgment sound and accurate, and his dealings clean and honest. His mind was comprehensive, which fact enabled him to form wide conclusions and anticipate commercial fluctuations. At his death he left a large estate.

He took pleasure in sociability, and was a member of the Loyal Legion, of the Commercial Club, of the Chicago Literary Club and of the George H. Thomas Post, G. A. R., at the time of his death in Florence, Italy, April 10, 1891, and was a director of the World's Columbian Exposition. He was highly cultured, a great lover of the fine arts, of books and of the chase. He owned a fine and very valuable collection of war records, letters, documents and trophies and besides was a great traveler and a cosmopolitan and humanitarian. His appearance was prepossessing and his manner was warm and charming.

He was a staunch Republican and rendered his party valuable service. As a member of the local executive committee of the National Republican convention of 1880, he was given charge of the convention building and was unanimously appointed sergeant-at-arms upon the assembling of the delegates. No large gathering ever in

this city, was managed so quietly and satisfactorily as this convention. So well were his services appreciated, that he was publicly thanked by the convention in a resolution introduced by Gen. Garfield.

On April 25, 1867, he was united in marriage to Miss Mary Bostwick Ogden, the accomplished daughter of Mahlon D. Ogden and a niece of Hon. William B. Ogden, the first mayor of Chicago.

To them were born three children: William E. Strong, Jr., Henrietta Strong and Mary Strong. The Ogden family, one of the most prominent in the history of Chicago and of the United States, one that was founded in America in early colonial times, will be found appropriately represented in another portion of this work.

William Calvin Ott was born November 1, 1837, at Frederick, Md. His father was a tanner and planter, dating from an ancestry in the same occupations as far back as 1719, his progenitors being among the older settlers of Pennsylvania. William C. was educated at the common schools and college at Frederick, with a subsequent course at Georgetown University, and finally at Gettysburg, where, in prescribing for the young man a theological course, it was the parents' hope that he would become a Lutheran clergyman. William's bent was, however, more for a business life, and, leaving college six months before graduation day, he proceeded to Harper's Ferry, Va., and took a school for a season. June 1, 1857, his father, having given freedom to the sixty-seven slaves connected with his plantation, came west and took up land in Bureau County, Ill., founding the village of Ottville (now Seaton), and William took up the profession of farming, while his father built up the village. In 1859 he was employed by Gen. George B. Mac Clellan, then superintendent of the Ohio & Mississippi Railroad, with whom he remained until the breaking out of the war. He now returned to the farm, and was married to Miss Nancy Seaton, daughter of James Seaton, a large land owner, after whom the village was subsequently named. Tiring of the farm, Mr. Ott in 1861 came to Chicago, and, taking a fancy for the lumber trade, engaged as "tally boy" with Crum & Fish, and the following year (1862), in company with John Oliver, began measuring lumber on the market as a journeyman inspector. In 1867 he opened an office as a "boss" inspector and commission dealer, in which line he continued until 1888, when, in connection with James Charnley as J. Charnley & Co., he entered the manufacturing field with mills at Sturgeon Bay, Wis. In 1892 he became Chicago manager of the Shores Lumber Company of Ashland, Wis., of which he is vice-president. He is also largely interested in the manufacture of Southern pine at Albany, Ga., and at Ocean Springs, Miss., and is vice-president of the Florida Pineapple Association of Lake Worth, Fla. He is a member of St. John's Lodge, No. 13, F. & A. M., of Peru, Ill., and treasurer of Hyde Park Council Royal Arcanum. He has four children, three sons and one daughter. Mr. Ott is highly respected in the lumber fraternity as a capable and upright, as well as energetic and reliable business man.

John Spry, long president of the John Spry Lumber Company, was born in Cornwall, England, August 3, 1828, and died at his residence in Chicago, February 5, 1891. He came to America in childhood, and became a resident of Chicago at the age of thirteen. Not long after his arrival he found employment in Andrew Smith's lumber yards at \$12 a month, a small salary, yet considerable to such an inexperienced boy.

Thus humbly was begun what proved to be a long and, in many respects, remarkable business career. That was the day of small things in the lumber trade of Chicago. The business was confined to a limited district, and the trade territory was comparatively small. In 1855, at the age of twenty-seven, Mr. Spry, then experienced and self-reliant, acquired a working interest in the business of F. B. Gardner. In 1866 he secured a general interest in the concern.

The firm of Gardner & Spry was organized, with H. H. Gardner as senior partner. In 1869 this firm was succeeded by the Gardner & Spry Lumber Company. In 1885 Mr. Gardner retired, and the John Spry Lumber Company was organized. Mr. Spry was president, and with him were associated his sons, John C., S. A., and George E. Spry. Since Mr. Spry's death, John C. Spry has been president, S. A. Spry vice-president, and George E. Spry secretary and treasurer.

The John Spry Lumber Company is one of the largest concerns of its kind in the country, its Chicago yards occupying dock and street frontage extending along Ashland Avenue from the waterworks to Mud Lake (south branch), the main water front being on Slip A, and the premises having a length of about 3,000 feet. The piling capacity of the yards is 40,000,000 feet, and the company handles from 75,000,000 to 80,000,000 of feet annually. Piling and seasoning their lumber at their mills, so that it is ready for consumption when brought to the yards, the company claims to carry the largest stock of dry lumber in the city, and to be ready at any time to meet any demand for such lumber, and it makes a specialty of high grade stock, the average value of its entire yard supply having been estimated at more than \$20 per thousand. The company's fleet of barges represent an exceptionally large carrying capacity, the manager of the transportation department loading very heavily to reduce the cost of transportation, and the scene at the dock during the busy season is an interesting one. The annual business of this great concern exceeds \$1,000,000, and keeps pace in its growth with the development of the city, and its magnificent tributary territory.

John Spry, who had been connected with the lumber business for more than forty years and had been especially interested in the Chicago wholesale trade, was a man of large financial resources and of commanding influence in the community. For years quite prominent in public affairs, he was one of the earliest members of the Board of Trade, was tax collector on the West Side in 1849, was a county commissioner in 1888, and in 1890 was a candidate on the Republican ticket for drainage commissioner. A member of the La Salle Club, he was also a Mason, in high standing, influential in all Masonic circles.

It has been said of Mr. Spry that "he was the living embodiment of honor." In disposition he was genial and kindly and he made it a rule to say nothing of any man of whom he could not say something good. As a friend or business ally he was always to be depended on in any emergency, and for home and family he cherished the tenderest regard. His sons are active business men, who maintain for the concern the high standing their father imparted to it, and who declare that the Sprys will continue in the lumber trade so long as the pine supply shall last.

Francis Beidler. Francis, third son of Jacob Beidler, and for many years secretary of the South Branch Lumber Company, until its withdrawal from the city trade, is another illustration of heredity in business, he, like his brothers who are also lumbermen, following in the footsteps of the honored sire who has for full fifty years been closely connected with the lumber trade of Chicago.

"Frank" Beidler was born in Chicago, in 1855, and educated in the schools of the city, entering the lumber office of J. Beidler & Bro. at the age of sixteen, taking advantage of the dullness of business in winter to take a full course in the Bryant & Stratton Business College. After two years' service in the office and yard of his father and uncle, the South Branch Lumber Company was formed (1874) and "Frank" became secretary, an office which he held continuously until its dissolution. During this time Mr. Beidler has filled a not unimportant position of influence in the trade of the city, being esteemed a young man of good judgment, combined with the pluck and push of a true son of Chicago, and the company with which he was connected has been numbered among the largest dealers of the city, having branch yards through many sections of the West in Dakota, Kansas and Nebraska. The dissatisfaction of the yard dealers with the policy urged by the manufacturers and commission dealers, members of the Lumberman's Exchange, is a matter of history as culminating in 1887-88, leading to frequent independent meetings of the yard dealers for the consideration of price lists, freight tariffs and other matters of interest to the trade, and these meetings were held in offices and, on some very hot days in summer under the lumber sheds of some of the dealers, resulting after a time in a permanent organization known as the "Lumbermen's Association." To this Mr. Beidler was elected the first permanent president, an office accepted by him only upon the pledge of the membership to a broad and liberal policy, none but yard dealers being admitted to membership. Under his administration successful steps were taken to remedy many of the freight rate evils which had long existed, and with such good effect that an amalgamation was finally effected with the Lumberman's Exchange, by which the advantages of the liberal charter of that institution were availed of, and the Association has since been doing a most excellent work for the benefit of the trade. Mr. Beidler occupied the position of president, for two years, of the Lumberman's Mutual Insurance Company, a young but highly prosperous organization, taking risks only upon lumber yards, a species of risk which has in the past called on insurance companies for

but limited losses but has been made subject to excessive premiums. Later historians will no doubt be able to show a decided reduction in rates, in consequence of this organization, the conception of Mr. Beidler.

Mr. Beidler is also vice-president of the Lumberman's Building & Loan Association, an organization which in a few years of growth has attained an enviable reputation for substantiality. In the closing out of the South Branch Lumber Company, Mr. Beidler still retains his interest in a system of lumber yards, forming a chain twenty-five in number, in North Dakota, known as the Beidler & Robinson Lumber Company, as well as in a large number of yards in Kansas and Nebraska. He is also connected with the Eastern Lumber Company, of Tonawanda, N. Y., doing a large business in wholesale and retail distribution, and of the Santee Cypress Lumber Company, of Ferguson, Berkley County, S. C., which, with two band mills and a full complement of planing mill and moulding machinery, is introducing the excellent yellow cypress lumber of the South into the Northern market.

This, however, is not a sufficient supplement to the extensive business carried on by Mr. Beidler for so many years, and it is little wonder that in 1894 he should again be found in active touch with the Chicago trade, under the designation of Francis Beidler & Co., with offices in the Old Colony building, and yards comprising 1,100 feet of dock frontage on Mason slip, foot of Fisk Street, south of Twenty-second.

Mr. Beidler was married March 8, 1893, to Miss Elizabeth M. Loose, an estimable lady, of Springfield, Ill.

Mr. Beidler, although still a young man, has already made an enviable mark in the business world, and is highly respected as a straightforward and intelligent business man, and his relation to the welfare of the city is shown in his choice as vice-president of the Citizens' Association, an organization having special reference to the development and good government of the city.

W. P. Ketcham. Chicago's splendid geographical position, railroad facilities, and other advantages, have conduced to the concentration in her midst of the Western lumber trade, which has naturally included within the ranks of its dealers many of the most enterprising young men of Chicago's tributary territory. Iowa has contributed generously in this way, and the Iowans in the lumber trade in Chicago are many of them among its most conspicuous representatives. One of the names first suggested in this connection is that of Ketcham.

W. P. Ketcham, ex-president of the Builders and Traders' Exchange, and a member of the former firm of J. P. Ketcham & Bro., wholesale lumber dealers, with office and yards at Hoyne and Blue Island Avenues, is a native of Philadelphia, and was born April 16, 1844. His parents were Samuel and Roseanne (Pyott) Ketcham, and the former was a prosperous shoe dealer in Philadelphia, and later in Muscatine, Iowa.

Mr. Ketcham was reared principally in the West, and was educated in the public schools of Muscatine. At the age of seventeen he entered upon a portion of his

career which was in some ways so remarkable that it possesses an interest little short of historic. Young as he was, he enlisted in Company A, Seventh Iowa Infantry, with which he served with much credit as a soldier, for more than a year, when he was chosen for detached duty as a clerk at the headquarters of Gens. Grant and Sherman, in the performance of which he was daily associated more or less confidentially with those great officers. He participated in the siege of Fort Donelson, and in the bloody battle of Shiloh; his regiment was located on that part of the line at the "Hornets' Nest," and was the only one not driven back by the enemy until Sunday evening, April 6, 1862. He was in the movements around Corinth and Holly Springs, and saw arduous service in many minor movements and engagements. At Holly Springs he was clerk in the medical purveyor's office, and, with about twenty others (all out of the entire force), succeeded in making his escape.

In August, 1864, Mr. Ketcham returned to Iowa, and at Marengo rejoined his brother, J. P. Ketcham, in a trade in lumber, grain and agricultural implements in which he had been a partner at the age of sixteen, a year before entering the army. In 1885 the Ketchams placed this business in the hands of a competent manager and, coming to Chicago, organized the firm of J. P. Ketcham & Bro., which has since taken high rank among similar concerns in this city. Its lumber interests are extensive, and it gives employment to from 125 to 150 men.

In 1890 Mr. Ketcham was elected president of the Builders and Traders' Exchange, and was a director in the Lumberman's Exchange and the Lumber Dealers' Association. He is a member of George H. Thomas Post, G. A. R., of Mont-Joie Commandery, K. T., of the Masonic fraternity, and was a director of the World's Columbian Exposition. He is a man of high standing, commercially and socially, and as a citizen has always taken a truly public-spirited interest in Chicago and its prosperity and development. He was married in 1866 to Miss Mary J. Parry, and Mr. and Mrs. Ketcham are helpful members of the Third Presbyterian Church.

Hon. James Pyott Ketcham. The men who built up Chicago's great lumber trade are many of them here to-day, prominent among the leaders in all important measures. Many of the pioneers are long dead, and some who during recent years have been prominent have lately died, among them James P. Ketcham, long conspicuous in this trade and recognized as a citizen of much enterprise and public spirit.

James P. Ketcham was born in Philadelphia, Penn., November 17, 1837, a son of Samuel and Roseanne (Pyott) Ketcham, and died February 16, 1892. His father was a shoe manufacturer in Philadelphia, and later carried on that business in Muscatine, Iowa, whither he removed in 1853, after stopping for a year in Ohio on the way West from Philadelphia, of which old city Mr. and Mrs. Ketcham were both natives.

At Muscatine, James completed the acquisition of his primary education in the public schools, and was for a time a student at an academy of which George B. Denison was principal. Thus equipped educationally, he began his business career as an

employe of Dinsmore & Chambers, lumber dealers at Muscatine, who soon entrusted to him the management of a branch establishment at Marengo. That he was a young man of unusual ability is demonstrated by the fact that, a year later (1861) he had not only made a great success of the business, but had so well established himself at Marengo that he was enabled to purchase the plant and good will from Dinsmore & Chambers. His younger brother, William P. Ketcham, assisted him in this enterprise until he enlisted for service in the Federal army, and after the war became his partner.

They built up a flourishing and important trade at Marengo, and, desiring a wider field of operations, Mr. Ketcham, in 1872, came to Chicago and bought the lumber yard of Jillett & King, at Taylor Street, near the Rock Island depot. There he was located for seven years, when he removed to Blue Island and Hoyne Avenues. In Chicago he was again joined by his brother, W. P. Ketcham, and the firm of J. P. Ketcham & Bro. was formed. Since the death of the senior member of the firm (1892), the Ketcham Lumber Company has been incorporated, with W. P. Ketcham as president and F. D. Ketcham secretary and treasurer. This enterprise, which grew up under Mr. Ketcham's able management, assumed proportions which long since characterized it as one of Chicago's important interests of its kind.

Mr. Ketcham was a staunch Republican, and, though not active in politics in recent years was, during his residence in Iowa, prominent and influential in a political way. He was for three years chairman of the Iowa County Board of Supervisors and was elected to represent his district in the general assembly and in the Senate of Iowa. For a time after he took up his residence in Chicago and until his withdrawal, he was a member of the Illinois Club.

He was a member of Cleveland Lodge of the Masonic order and of Washington Chapter of Royal Arch Masons. For many years an active member and director of the Lumberman's Exchange, he was, in 1883 and again in 1884, elected president of that organization, his marked ability being apparent in this, as in all other responsible stations to which he was called in connection with the various committees, of which at different times he was a member.

Long identified with the Presbyterian Church, he was an elder and for five years treasurer of the organization with which he was most intimately connected. A man of genial temperament, broad and charitable in his views of men and motives, he was generous in his donations to worthy objects. He was married in 1863 to Miss Agnes A. Adams, of Marengo, Ill., a daughter of Noel Adams, formerly of Utica, N. Y., who, with one son, Frank D. Ketcham, survives him.

Charles H. Mears. Among the younger lumbermen of Chicago is Charles H. Mears, a native of this city and one of the most practical and best posted of the city's active business men. He was born here in 1851, and was here reared and educated both in literature and experience in the lumber trade. He is derived from sterling

ancestry, his father, Nathan Mears, having come from the "Old Bay State" to Michigan many years ago, and finally to Chicago in 1850, where, associated with his brother, he built up one of the largest trades and cleanest reputations of any man ever in the city. It was in his yards and mills that Charles H. Mears obtained his first knowledge and practical experience of the lumber business.

When he reached manhood and was on the point of graduating from the schools of the city, the great fire of 1871 destroyed the school building ere he could get his diploma, and he at once terminated his educational career and entered the office of his father and went to work. He received a salary for his services and officiated in the capacity of a general office man until 1879, gaining, in the meantime, a vast amount of practical experience, while investigating in detail the profits to be made in the business. This was a formative period in his industrial life, a period full of activities and methods, of plans to meet competitors of skill and experience, and to widen and swell the volume of trade and therefore to multiply profits.

In 1879, when James C. Brooks retired from the company, his interest was purchased by Charles H. Mears, who thus became a partner in the business for the first time, and a sharer in its profits. The business was thus conducted until June, 1881, when the death of Eli Bates, a member of the firm, left Nathan and Charles H. Mears sole proprietors of the concern, under the firm name of N. & C. H. Mears.

Since 1873 Charles H. Mears had been the active manager of the large business of the house. He entered into the spirit of the industry at the outset, studied the markets, investigated the sources of supply, was the animating force at the yards and mills, and managed all with exceptional executive ability, attaining a success rarely ever reached even by the oldest and shrewdest dealers. He was wise enough to anticipate any business emergency, and skillful enough to pilot all his business ventures to a successful finality. Unquestionably it was due to him that the firm made so great a success and built up such a gigantic business.

In 1885 the yards were removed to 249 Cherry Avenue and there remained until 1889, when they were established at their present location at the corner of North Branch and Blackhawk Streets. It was in 1889 that Nathan Mears, the senior member, and father of Charles H., retired from the firm, after which the business was conducted under the name of Charles H. Mears until 1892, when J. W. Slayton, who had been in the employ of the firm since 1885, was admitted as a partner, at which time the designation of Charles H. Mears & Co. was adopted. During all the changes of name or location Mr. Mears has been at the head of the concern. But all his time and energies have not been restricted to the management of the affairs of this firm. For ten years he has been secretary and treasurer of the Oconto Lumber Company, and is at present one of its directors. In guiding the affairs of that company he has exhibited the same ability shown in the management of the business of N. & C. H. Mears. Not content with these duties and responsibilities he established another yard in 1887 at

111-113 Belmont Avenue, and is there engaged in handling immense quantities of sash, doors, blinds, etc.

For five years past he has resided at the beautiful suburb of Evanston, where he has a happy home. His marriage to Miss Harriet A. Wright, a native of Chicago and daughter of Andrew J. Wright, a pioneer liveryman of the city, was celebrated November 20, 1884, and by her he has two children, Nathan and Margaret.

Mr. Mears was born on North Wells Street, where the Garden City Hotel now stands, and is a son of Nathan and Elizabeth A. (Gilbert) Mears. The father was a son of Nathan, who was a son of Robert, who settled at Billerica, Mass., previous to 1726, at which date his name first appears upon the public records of the town. The family of Mears early intermarried with the Livingstons, who came to this country prior to 1677, and both families were no doubt of English descent. Both families have left long lines of honorable posterity in the United States. In fact both names may be found in high places, connected with great dignities and distinguished titles.

George E. Scott. A name prominent in the early history of the lumber trade of Chicago and later in the manufacture of yellow pine lumber in the South is that of George E. Scott. He was a native of Barre, Washington County, Vt.

From sturdy New England ancestors, fearless in the advocacy of what they believed to be right, socially and politically, notwithstanding its unpopularity, came George E. Scott, whose common-school education was supplemented by an academic course at Newbury, Vt., before engaging in general merchandising at Waterbury, Vt., with his brother Elbridge G. Scott. In 1851 he came West with his two brothers, Elbridge G. and Albert G., the brothers locating at La Salle and Peoria, Ill., where they established a dry goods business. La Salle, from its location, being at the head of navigation on the Illinois River and the terminal of the Illinois and Michigan Canal, and at the crossing of the Chicago & Rock Island and the Illinois Central Railroads, occupied a very prominent and important position. It was thought by many that La Salle would in the early future become a large and populous commercial city owing to its decided advantages of water and railroad transportation, together with its unsurpassed agricultural resources. It, however, did not increase in population as rapidly as was anticipated, in fact it was a great disappointment to the early settlers.

In 1855 Mr. Scott purchased an interest with Robinson & Redfield, who were engaged in the wholesale lumber business in Chicago, and the firm became Robinson, Redfield & Scott. At the expiration of this co-partnership he associated himself with Horace B. Morse, his brother-in-law, who resided at Newbury, Vt. The style of the firm became Scott & Morse and they continued in the lumber business up to 1861, when Mr. Morse retired.

In 1861 Mr. Scott entered into a business engagement to continue the lumber business with the late John Young Scammon, who at that time was a man of large wealth,

Mr. Scammon agreeing to contribute \$100,000 to the capital stock of the company, provided it was required in the prosecution of the business, the style of the firm being the Scott Lumber Company.

The firm of Bruce, Queal & Scott succeeded the Scott Lumber Company, and they transacted a large and prosperous lumber business. During the second year of this co-partnership Mr. Bruce died, and Messrs. Queal and Scott purchased the Bruce interest from the executor of the Bruce estate, and continued the lumber business until 1866, when they dissolved.

Mr. Scott joined the handful of hardy pioneers who saw good prospects in the new lumber districts at Twenty-second Street, which at that time was so far out in the country as to appall a majority of the lumber dealers of that day. He took a five years' lease on Masons' slip and continued in business there until 1871. About this time he received a proposition from Edwin Hoyt, of New York City, and Dr. J. C. Ayer, of Lowell, Mass., which he accepted, and by his contract was made the exclusive and general manager of the Hoyt & Ayer lumber interests at Molino, Fla. Hoyt & Ayer were many times millionaires, and had made investments of about half a million dollars in pine lands in Florida and Alabama. Hoyt & Ayer had erected a large saw mill at Molino, Escambia County, Fla., at a cost of about \$200,000, and shipped the lumber product of their mill largely to New York. The company paid Mr. Scott a large salary and gave him a contingent interest in the business.

In 1872 Mr. Scott, in connection with R. F. and O. H. Queal, of Chicago, and Charles Courter, of Cobleskill, N. Y., purchased 150,000 acres of pine timber lands in Baldwin County, Ala., and organized the Perdido Bay Lumber Company, with a capital of \$500,000. The company erected one of the largest and best equipped saw mills hitherto known in the South on the Perdido Bay, eight miles from Pensacola, Fla. The saw mill combined circular and gang saws of the most modern and improved patterns, including all the labor-saving devices which at that time were known, and in vogue in the Northern mills. The mill had a capacity to manufacture 30,000,000 feet of lumber annually. The lumber and timber product was shipped to England, South America, Cuba, New York, Boston and Philadelphia. The whole business at the mill was under the management of Mr. Scott.

In 1873 the confidence of the Southern people in Mr. Scott was exhibited in the tender to him of the nomination by the Republican county committee of Escambia County to the office of State senator, which Mr. Scott declined. His letter of declination was inserted in the *Florida Express*, a journal published at Pensacola, Fla.

In 1875 Mr. Scott spent eight months in Europe in the interest of the Perdido Bay Lumber Company, seven months of which were passed in London, England, where he established an agency for the sale of timber and deals through Gilmour, Rankin, Strang & Co., of London, the largest timber merchants in the world, whose fleet at one time was said to be over one hundred ships, which gave them connections with all

foreign ports. In this year, however, the panic which had caused so great a paralysis in the lumber trade of the United States reached England and the continent, causing many large failures in the timber trade of Europe.

In 1886 he accepted a general agency from the New York Life Insurance Company, his field of operations being the United States, which agency he relinquished in 1889 to engage in a general real estate and loan business in connection with his son Henry C., under the name and style of G. E. & H. C. Scott, which partnership has continued until the present time—1894.

His company has enjoyed a fair line of business in real estate and loans, they having negotiated some large transactions, including the sale of the Phoenix Insurance building, corner of Clark and Jackson Streets, to the Western Union Telegraph Company of New York for \$1,500,000, and the town site of Kenilworth on the north lake shore to Joseph Sears, Esq., and his associates.

Mr. Scott was married September 6, 1854, to Miss Sarah K. Morse, of Newbury, Vt., daughter of the Hon. Timothy Morse, the fruits of the union being one son and three daughters, one of the latter dying in infancy.

Corwin C. Thompson, whose name has been so intimately connected with more than a century's growth of the lumber industry of St. Louis and Chicago as to have become a household word, as well as a synonym of enterprise and push, combined with foresight, and an almost intuitive knowledge of facts and their outcome, both in the business and political world, was born near Rochester, N. Y., then the far West, where his parents had emigrated in 1824. When Corwin had reached the age of ten years, his parents pushed on to the front, and located on the Western Reserve of Ohio, traveling by canals and lakes, as railroads to the West then consisted of but one infant road of small proportions. Here, under the influences of good morals and Christian restraint, his education was continued, and he avers that his love of knowledge is more keen to-day than ever, and that he expects to go on in the school of learning for all time.

He came West in 1858, and remained three years in Chicago, when the spirit of adventure led him, in 1861, to St. Louis, where he became a Government contractor, which business he conducted until the close of the war, when he began business as a lumberman, obtaining his stock from the upper Mississippi and other markets. During his residence in St. Louis he spent much of his time in Chicago looking after his affairs, and like many others, found himself on enchanted ground, under an influence he could not resist, to return to the city which even then he believed destined to become the largest city on the continent, and in 1870 he became a settled citizen of Chicago, where for a quarter of a century he has been a power and influence among its merchants. During these years he has been connected, under various firm designations, with some of the most extensive and progressive lumber houses of the city.

In 1888 the C. C. Thompson Lumber Company was organized in Chicago for the purpose of conducting a manufacturing plant at Washburn, Wis., on Lake Superior.

They acquired mill property there, where, after extensive repairs, they developed a capacity for cutting 40,000,000 feet of lumber in six months. The company obtained ownership of about two townships of timber land, which they are still operating.

Mr. Thompson is emphatically a self-made man, liberal and just in his views in the political and religious world; highly esteemed among those of his fellow-men who know him best, possessing as he does the highest appreciation of business integrity. He has done much to mold public sentiment and advance public interests. In politics Mr. Thompson was formerly a Whig, but has been a Republican since that party has had an existence. He is a man of decided views, leading often in advance of his party, and although a busy man, attending to his own affairs, he is a pleasant speaker, strong in argument; a fine, comprehensive writer, and pointed in expression. His articles on various topics of the day are often seen in the best newspapers. He believes in his own country, first, last and always; is thoroughly progressive, honors the Constitution of the United States, and would hold to, and live by it, until this progressive age demands amendments. In this respect Mr. Thompson would be esteemed somewhat radical, as evidenced in a recent interview with the historian, wherein he advanced the following sentiments, which may, perhaps, be accepted as prophetic of the "good time coming:"

"Production being the chief source of wealth, and in order to promote the best interests of the largest number, and so equalize benefits, I am opposed to the cheap labor system of foreign countries, and hence would give all necessary protection to home industries, believing that industry and production is of far more importance to our country than low wages and cheap goods. I am opposed to monopolies of all kinds, and would withdraw all protection from such monopolies by some active process under an act of Congress. I think that the existence of such conditions could not fail to be found an effectual remedy for many national evils. To prevent the process of stock jobbing schemes, I would invest the United States Government with power to create a uniform stock company act, under which no other could exist, so enacted that the issue of stocks and bonds could not exceed the actual cost of the property represented; in no case should the officers of a corporation be allowed to act upon their own will or option as to the value of a franchise, or the issuing of stocks; and a franchise, which is the gift of the people, should never be accounted as of value to a corporation. I favor the division of lands, limiting and reducing ownership by just entailment laws, thus avoiding the landlord system of the European countries. I am opposed to all class legislation, and to the free coinage of silver, until the system is jointly adopted with the leading European nations, and thus save the demonetization of gold as a basis of values, but supported by silver with equal valuation. I would throw about the ballot box all possible protection of personal rights, leading to an honest count, and would also surround the primary elections with similar protection. I believe in the freedom of this noble country, so much abused in the enfranchisement of ignorant foreigners who can neither speak nor read the English language, often occurring as it does within two years after their arrival upon our shores, while we, who inherit this land by birth, must wait twenty-one years to gain the rights given to aliens. Justice and prudence demand reformation."

Mr. Thompson has never sought political distinction, having merged into the avenues of trade. Inspired with patriotism, coupled with large observation and good judgment, the people would not suffer in the hands of such thoughtful representatives, could he be induced to enter the political arena.

Arthur E. Bingham. Since the days when Chicago was a village her lumbermen have been a help to her, and every structure within her borders speaks in commendation of them and their labors. Conspicuous among the lumber interests here during recent years has been that of the Marsh & Bingham Company. Arthur E. Bingham, the president of this corporation, is a native of Cleveland, Ohio, where he was born in 1852, the son of Edward and Esther (Sanford) Bingham, both of New England birth and ancestry. His father was for many years a prominent hardware merchant of Cleveland, Ohio, and is still a resident of that city, his mother having died in 1871. Our subject was educated in the public schools of Cleveland, and at the Polytechnic Institute of Brooklyn, N. Y. His business experience began in the National City Bank of Cleveland, where he held the position of collector, general book-keeper, and paying teller successively from 1872 until the fall of 1877. In November, 1877, he became a resident of Chicago, and associated himself with Cobb's Library, with which he was connected nearly two years. His attention had for some time been upon the lumber trade as one offering exceptional facilities for business success, and in January, 1883, he formed a partnership with George A. Marsh and W. B. Ransom, under the firm name of Marsh, Bingham & Ransom. August 27 of the same year the company was incorporated as the Marsh & Bingham Company, with a capital stock of \$75,000, Mr. Ransom retiring from the firm, and George A. Marsh being elected president, A. E. Bingham, vice-president and treasurer, and W. D. Walker, secretary. Mr. Walker subsequently withdrew, and Mr. Charles Allen Marsh, a nephew of the founder of the house, entered the firm. August 12, 1888, Mr. George A. Marsh died, and Mr. Bingham became president and treasurer, Mr. C. A. Marsh, secretary. This company does the largest business in its line in the city. Its operations have been confined principally to the handling of railroad material for its trade, in which it has a reputation extending over the entire West and North, the mills and yards of the company being located at Thirty-seventh and Iron Streets. This firm has always been prominent in the Lumberman's Exchange, and in everything that has had a tendency to benefit the lumber trade, or those connected with it, either as employers or laborers. Mr. Bingham is a member of the Union League, Kenwood and Washington Park Clubs. He was married, in 1875, to Miss Helen Whitney, daughter of George W. Whitney of Cleveland, Ohio. Three children have been born to them: Florence, Harold, and Madeline.

Thomas Wilce. For twenty years Thomas Wilce has been a prominent figure in the lumber trade of this city. His firm now includes Mr. Wilce, the elder, and his two sons, E. Harvey Wilce and George C. Wilce. The head of the house, though somewhat advanced in years, is leading a full life, with no intention of laying down

its activities and abating its interests while he lives. He proposes to round out a business career to the end, holding that a man is best prepared to die when engaged in the active duties of life. His two sons were bred to business from boyhood, and are never so well content as when wrestling with the cares, competitions and labor of a large and complicated trade. The Wilce plant is situated in the very heart of the Twenty-second Street district. The location is on the corner of Throop and Twenty-second Streets. The planing mill is a brick structure, occupying a space of 266x266 feet, bounded by Throop and Twenty-second Streets and Allport Avenue, with alley on the north; the dry kiln covers an area of 125x150 feet, and the lumber yard extends along Throop Street, having a dock front in Gas House slip of 1,600 feet. Tracks connecting with the "Q" system extend the entire length of the yard, affording room for the loading of fifty cars at one time. There is piling space for 30,000,000 feet of lumber. The large planing mill plant contains fourteen machines, employed mostly in the manufacture of maple flooring. As a part of the mill outfit, there are six dry kilns, and three more are to be built. T. Wilce & Co. have in late years become the most extensive manufacturers of maple flooring in the country. With the view of promoting the sale of such material, they began the boring of their flooring, so that it could be nailed in place without splitting, devising a machine of their own for that purpose. This proved a great success, and the flooring turned out by the firm soon became very popular. The boring machine originated in 1885: a room in Mr. Wilce's residence, occupied by one of his employes, was being refloored, and the carpenter who was laying the flooring bored it by hand, calling Mr. Wilce's attention to the advantage to be derived from so doing; and Mr. Wilce at once devoted himself to the invention of a machine to perform this service, in which every one in the lumber trade knows he succeeded.

This may be mentioned as showing what great results sometimes flow from a little incident, for during 1890 and 1891 T. Wilce & Co. shipped this bored-flooring to London, Glasgow, Dublin, Hamburg and Rotterdam, distributing it over 7,000 miles. For years the maple flooring from the firm of T. Wilce & Co. commanded almost the entire trade of the city and surrounding country, but recently powerful rivals have entered the field. The result, so far as the Wilces are concerned, has been only to spur them to more energetic efforts to hold and extend the trade that they had before. The firm owns and operates three mills in Leelanaw County, Mich. Two are at Empire and one at Lime Lake. The total capacity of these mills is 120,000 feet a day. While maple is a special manufacture, large quantities of basswood, elm, birch, ash and oak are cut. The steam barge "Hattie B. Perue" is owned by the firm, and during the season of navigation brings in hardwood lumber from the mills. T. Wilce & Co. dealt in both pine and hardwoods up to the spring of 1890, but have since devoted all their attention to hardwoods. At a late date 22,000,000 feet of hardwood alone was piled in the yard, the larger portion

being maple strips for flooring. A complete line of oak, ash and other hardwoods is also carried in stock. It is the intention of the firm to hereafter go extensively into the manufacture of oak flooring. Lumber to the amount of 4,000,000 feet for this purpose has already been contracted for in the Northwest. The yearly business amounts to the handling of about 30,000,000 feet of lumber. Since so much hardwood is included, it represents considerably more value than if the entire stock were pine. The house is backed by ample capital, as all who are familiar with the Chicago lumber business well know. It is one of the comparatively few concerns that is in the business to stay for many years, despite the mutations that inevitably come with the lapse of time. When changes arise that make it necessary to adopt new methods in order to meet the exigencies of trade, T. Wilce & Co. are always equal to the occasion, having the means to stand the expense, and the will to continue business in spite of all discouragement. As an evidence of the firm's enterprise, it may be stated that it lately contracted to make and ship to London, England, 1,000,000 feet of maple flooring, to be used there in the construction of skating rinks.

A native of Bocastle, Cornwall, England, Mr. Wilce was born July 28, 1819, the eldest of the four children (all of whom except himself are dead) of Thomas and Mary (Venning) Wilce, the former of whom was born September 6, 1790, and died in 1865; the latter having been born in 1794 and died in 1822, when the subject of this sketch was but three years old, in consequence of which he may be said never to have known a mother's loving tenderness. At the age of ten he found a home for two years with his uncle, Henry Wilce. During the succeeding two years he was with his father and his Uncle Jacob Venning, but returned to his Uncle Henry Wilce, and was a member of his family until he was twenty years old, living the life of a farmer boy. He then went to Padstow, England, about nine miles from the place of his birth, to learn the trade of carpenter and builder, and remained there until 1842, when, on April 10, he took passage in the "Clio," a sailing vessel, for Quebec, Canada, where he arrived May 21, going thence to Montreal, where he made his advent three days later. During the succeeding year he worked at his trade on a salary, and then, in partnership with William Walker, opened a carpenter and builder's shop. At the end of eighteen months Mr. Walker retired from the firm, and was succeeded by Leslie Johnson, who was Mr. Wilce's partner for a year. Thereafter Mr. Wilce continued business in Montreal until 1848, alone, and he made the discovery that many another man has made, that, where he had failed to make money with partners, he had easily succeeded in doing so by himself. In June, 1848, he came to Chicago, and in the following September brought on his family, which then consisted of his wife and one child. From 1848 to 1850 he lived in rented property at the corner of Randolph and Market Streets. In the meantime he purchased a fifty-foot lot on the west side of Sangamon Street, near Monroe, for which he paid \$225 cash, which would be a ridiculously insignificant price at this time, on which he built a house at a total cost of \$450. He now owns a fine

two-story and basement residence on a 125x200 foot lot at the corner of Harrison Street and Marshfield Avenue. He began working at his trade, and was successful as a contractor and builder, making money with great rapidity until 1867, when he retired from business with a competency. But his retirement was not for long. He realized that he had a family growing around him, and thought it best that he should engage in some enterprise in order to give a thorough business training to his sons, and in 1873 he purchased the planing mill of Loft & Burnham, at the corner of Throop and Twenty-second Streets, and took his son, Edwin P. Wilce, as his partner. They soon afterward established a lumber yard at Throop and Twenty-second Streets.

In the spring of 1880 Edwin P. Wilce went to Winona, Minn., and in company with Conrad Bohn there carried on a contracting sash, door and blind business for two years. Returning to Chicago, he, in 1882, bought an interest with William Stevens in the latter's sash, door and blind business. This enterprise was established by Mr. Stevens in 1863, at the corner of Franklin and Van Buren Streets and was continued there until 1873. With the accession of Mr. Wilce the firm became Stevens, Wilce & Co., and in 1883 Mr. Wilce bought the interest of Mr. Stevens and under the style of E. P. Wilce & Co., continued the business until his untimely death in 1889, and it has been continued by his estate since under the same name. The operations of this concern have aggregated \$300,000 a year, and involved the handling of 12,000,000 feet of lumber, which demonstrated Edwin P. Wilce's wonderful business ability, which had been foreshadowed, when, at eighteen, he knew his father's business thoroughly and managed it better than it had ever been managed before. In 1886 Mr. Wilce sent his son, Daniel V., to Leelanaw County, Mich., and there erected a large saw mill, about the same time purchasing a half interest in another important mill at Empire, in the same county; and both establishments and another at Empire, since acquired, are in full operation, employing about 600 men, while about half that number find constant employment in Mr. Wilce's Chicago planing mill and lumber yard; and it speaks volumes for his liberality and indulgence as an employer that there are men working for him who have held their positions uninterruptedly for eighteen or twenty years. Daniel V. Wilce, who is now deceased, was a young man of such business ability that in his methods, his characteristics and his success, he, to a considerable extent, duplicated the fame of his brother, Edwin P. May 7, 1848, Thomas Wilce married Miss Jane Carlisle, daughter of William and Jane (Whittaker) Carlisle, both natives of Lincolnshire, England, who, with their three sons came to Canada in 1824, where the father died in 1832, the mother surviving until 1862 and dying in Chicago. Mrs. Wilce, who is a native of Chautaga, Canada, born January 18, 1826, has borne her husband eleven children named as follows: Mary J. V., born March 26, 1847; William Henry, born January 31, 1849, who died August 2, 1851; Emaline E., born November 11, 1851, who died December 3, 1876; Thomas, born September 7, 1854, who died May 1, 1856; Edwin P., born March 24, 1857, who died September 20, 1889; Jennie L., born March



E. P. Milce

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22, 1859; Edmund Harvey, born December 6, 1862; George C. and Daniel V. (twins), born December 7, 1864, the latter of whom died February 10, 1889; Thomas, born February 16, 1867, and Jessie, born March 13, 1869, who died December 3, 1869.

Mr. Wilce was born of a very long-lived ancestry, inheriting from his father a strong physical constitution, and from his mother a warm and ardent susceptibility. His temper is quick and momentary, and a feeling of revenge is unknown to him. Peacefully inclined, he will bear injustice rather than give the appearance of having a hard disposition, and no one can recall the time when he has gone about the task of punishing an enemy. When he has been wronged he has rarely made a complaint, but has kept silent and given kindness for injury, and when the error has been confessed, has fully and freely forgiven the offender. His impulses are the best and kindest, and no man will do more for the distressed. His generosity is boundless, his friendship very strong and his love of home and family almost a master passion. As conscientious as a man can be, he will pay to the last cent and with the utmost promptness, and this has been a distinguishing characteristic through all his life. His charity is almost without limit. When a baby, sitting on his father's knee, he gave the first money he ever owned to a beggar seeking aid, and the amount of money he has disbursed in a similar way since that time, and the number of people he has aided, would make a large showing could they be recorded here in figures, but the figures that would tell the story are not known even to him, and he would not give them if they were. He is, in the highest and best sense, a lover of liberty, for others as well as for himself, liberty of thought, of belief and of action, and could not tyrannize in any position, under any circumstances and with any power that might be conferred upon him. Personally, he will not be easily convinced or turned from his convictions; he thinks for himself, and is inclined to demand proof and take little that appears incredible to him upon the authority of others, believing that the brains of every man are given him with which to solve and settle for himself, as well as he may, the great problem of life and death. A member of no church, he yet has a high order of worship for the Deity, and has been liberal in his support of many, and tolerant of the creeds of all, churches, though placing his religion more and more in a right life, and less and less in ceremonial observances. Ardent, full of vim, sensitive, he feels most intensely and to the ends of his fingernails, and his capacity for joy or for woe is unbounded. Giving to others their utmost due in consideration and deed, he is easily wounded by injustice to himself, though always preferring to believe that it arises from thoughtlessness rather than from a desire to deprive him of anything that belongs to him. Always thoughtful of those he loves or befriends, he is cautious to the last degree, so that no pain or inconvenience shall come to them through any oversight of his. Gifted with a mechanical eye that can measure to a shade, simply by a look, he is preëminently an intelligent mechanic, and the faculties which would have made him a noted inventor have been utilized in his business, in the contrivance of

many and effective ways and means of bringing about mechanical and financial ends, demonstrating that he is really great in resources, in accomplishing much with little, in shaping means in hand to ends desired, and bringing about favorable results where others would have reaped only failure.

A good judge of character, he is at the same time endowed with a great amount of practical shrewdness, and is quick to see into and clear through any business proposition presented to him. He has decided talent for large enterprises and the ability to handle a gigantic business, involving the investment of hundreds of thousands of dollars and the employment of a thousand men, as easily as some men manage the most insignificant affairs. Uncommonly well informed, he understands his business thoroughly in every detail, and in all important matters the outworkings of his own judgment and good sense guide him correctly. If he has an infirmity that renders him susceptible to imposition, it is his too-ready credence of the recitals of those who seek charity or financial aid, and this is a good fault which often gives him the consciousness of having tried to do good, though his deed may have miscarried through no fault of his own. His memory is remarkable, and it is worthy of note, in view of the fact that some bright men remember some kinds of things and forget others, that he recalls thoughts, dates, places, faces and circumstances with equal facility, and commits easily and accurately to memory the details or conditions of any contract or arrangement. Mr. Wilce's private charities and his benefactions to churches have been mentioned. He has been no less liberal in the temperance cause, in which his heart has been engaged for many years, and is a practical abstainer, for he uses neither liquor nor tobacco in any form. He was for six years treasurer of the Washingtonian Home for Inebriates, and is taking a quiet but eminently practical interest in Dr. Keeley's chloride of gold cure for drunkenness, having sent two men to Dwight to test its efficacy, at an expense of about \$200 each. During his busy years he has not been unmindful of the growing interests of Chicago, and has at all times aided them liberally and promptly. He was alderman of the old Tenth Ward of Chicago from 1869 to 1871, and was a member of the Board of Education from 1871 to 1876. During his service as alderman he was chairman of the finance committee. Now a little past the three-score-and-ten years allotted to man, Mr. Wilce is yet in the enjoyment of the greatest bodily and intellectual vigor. He is sympathetic to a degree, fond of reminiscence, and one of the most charming companions for young or old. His hair is white, and so is his beard, but his form is erect and sturdy, and his smile is bright and his heart is young.

A. R. Beck. When it is borne in mind that Chicago's great lumber interest is one of the most important business interests in the world, it will be realized that the man who, from a small beginning, makes his way, in a comparatively few years, to eminence in it, as has the well-known man whose name is mentioned above, must possess personal qualities worthy of attention and business ability of an exceptionally high order.

A. R. Beck, president of the A. R. Beck Lumber Company, of South Chicago, is a native of Germany, though of Scotch-English descent. He was born May 3, 1839, a son of Alexander and Jane (Kirk) Beck. His father was born in Scotland in 1808 and died in Brooklyn, N. Y., in 1857. He was a man of sterling qualities, a master mechanic of good ability. His mother, a native of Hull, England, born in 1803, died at Scottville, Mich., in 1882. The family came to the United States in 1846, and settled in Milwaukee, Wis.

Mr. Beck attended the common schools until he was thirteen years old, then began life on his own account as a sailor on the great lakes. As such he served in about every capacity from cabin-boy to captain, winning each promotion by hard, honest work. He gave up that life in 1866, and from that time until 1873 was a lumber inspector in the Chicago market.

In 1873 Mr. Beck entered the employ of Sylvester Wheelock, as foreman of his lumber yard, which was located in the midst of Chicago's lumber district. In 1874 he established for Mr. Wheelock a lumber yard at South Chicago. In 1878 he engaged in business for himself, under the style of A. R. Beck & Co. In 1884 the A. R. Beck Lumber Company was organized, with A. R. Beck as president, John McLaren as vice-president, and William McLaren as secretary and treasurer.

This concern has advanced to a good position among those of its kind located here, as is evidenced by the fact that in 1893 it handled about 35,000,000 feet of lumber. As its head, as well as for his public spirit and prominence in business and other circles, Mr. Beck has come to be regarded, not only as a leading citizen of South Chicago, but as a conspicuous and rising man of Chicago.

In politics Mr. Beck is a Democrat, and as such he wields considerable influence, and always in the way of reform and purification of municipal government. He was elected school director in 1876, and in 1877 organized the South Chicago School Board, of which he was president for three years. In 1878 he was elected a member of the Board of Trustees of Hyde Park, and by subsequent re-elections was continued in that position for six years, a longer time than any other trustee ever served on the Hyde Park board. Since 1888 he has taken no part in public affairs.

Mr. Beck's connection with Masonry dates from 1870, when he became a member of Cleveland Lodge, No. 211. In 1871 he joined Washington Chapter, No. 35; in 1880 Apollo Commandery; in 1884 Oriental Consistory. He was one of the organizers and the first Master of Harbor Lodge, No. 731, at South Chicago. He was the leader in the establishment of Sinai Chapter, No. 185, at South Chicago, of which he was High Priest for four years. In 1887 he was Eminent Commander of Englewood Commandery, No. 59. In 1891-2 he was Eminent Commander of Calumet Commandery, No. 62, at South Chicago. His nearly quarter of a century's identification with this great and ancient order has been one of constant progress, and he is at this time regarded as one of the prominent Masons in the State.

In 1869 Mr. Beck married Miss Elizabeth Wall, of Milwaukee, who died in 1869, leaving one child, Edward W. R. Mr. Beck was again married in 1871 to Miss Annie Walsh, of Chicago, who has borne him five children, Margaret J., Clara B., Alexander E., Mary G., and Annie L.

E. Harvey Wilce. A worthy son of an illustrious sire is E. Harvey Wilce, the fourth son of Thomas and Jane (Carlisle) Wilce, who was born December 6, 1862, and was reared in Chicago, receiving his education in the schools of the city. At the age of fifteen he entered his father's office as a clerk, and has been connected with the business from that time, aiding materially in its development to the vast proportions which it has attained. In 1883 E. Harvey was admitted to an interest in the business, which is now the leading one of its kind in the city, and probably in the world. The principal trade of the firm is in polished hardwood flooring, for the preparation of which Mr. Thomas Wilce was the inventor of special machinery, by means of which a finer finish and greater adaptability are obtained, so that it is little wonder that a trade has developed which has assumed abnormally large proportions, amounting to no less than 40,000,000 feet per year, the bulk of which is of maple flooring, each piece being machine-bored at suitable distances to admit of blind nailing.

E. Harvey Wilce has always been progressive in his nature, as would be expected of a youth born and reared in the push, drive and enterprise of Chicago, and it is but in the nature of things that he should have imbibed the spirit of progress which has distinguished Chicago above her fellows; but, with all his push and energy, Mr. Wilce has not forgotten to cultivate those social qualities and amenities of life, which have rendered him one of the most popular young lumbermen of the city, and one for whom the future holds great promise. Mr. Wilce was vice-president of the Lumberman's Exchange during 1890, and is now one of the directors of the Chicago Hardwood Dealers' Association, and, as a member of the firm, has a membership in the Chicago Lumber Dealers' Association.

Mr. E. Harvey Wilce is also vice-president of the Farmers' and Mechanics' Building and Loan Association, and a member of some of the leading social clubs of this city.

Cross, Badger & Company. Both members of this firm began in the lumber business while yet mere boys, running errands and doing such preliminary work in the office and yards as would fit them for an enlarged field upon reaching an adult age. Their success is a notable example of the well-known commercial law that a business well and permanently begun must reach back into youth for its first principles and commencement. It takes some men a long time to learn that they cannot, after a few days of experiment, found and conduct a business with fine margins on the proper side of the ledger, competing thereby with old and reliable dealers whose terms of service in their business are measured by many years, commencing in childhood, and by the wisdom resulting from a sharp, legitimate trade. On the other hand, many men

become soured and unprogressive, imagining that they can learn no more in their business. Very often, therefore, young blood in an old firm means improved methods, a keener insight into profitable trade possibilities and ventures, an elimination of old-fogyism, and a higher degree of success, more in accord with the activity and intelligence of the present wonderful era.

Each of the above gentlemen received much practical experience in the lumber business in youth. They are, as a company, the legitimate successors to the T. W. Harvey Lumber Company, which was for so many years so prominent here in the lumber trade. In fact, they received much of their early experience, as well as their first promotions, while in the service of that company. They at that time saw the importance of the lumber trade in this city and its possibilities with the growth of Chicago and the development of the Northwest. Accordingly, they both engaged in the business soon after reaching manhood, and after they had accumulated a little ready money. They are now known as Cross, Badger & Co., consisting of Clarence L. Cross and A. Shreve Badger, and their office is at present located in the Monadnock building, where the sales department is conducted. They are manufacturers and jobbers of pine and hardwood lumber, with mills and stock supplies at Prentice, Barron and Hawthorne, Wis., and with sales aggregating from \$750,000 to \$1,000,000 annually. They are thus one of the largest and most active lumber firms, young or old, of the city, and with high and constantly expanding credit, due largely to their honorable business methods and fair dealing.

The senior member of the firm, Clarence L. Cross, was born at Binghamton, N. Y., August 5, 1854, being the son of Alfred J. and Francelia R. (Harvey) Cross. The father was also a native of New York, and came to Chicago in 1856, and for a number of years was engaged in contracting and in railroad building. For the last twenty years he has been contracting freight agent for the Chicago, Burlington & Quincy Railway. He resides in this city. The mother, who was born in 1836, passed away in this city in August, 1891. She was a devoted Christian and a member of the Methodist Church for many years. Clarence L. was the eldest of their four children, and was brought to this city by his mother in 1857. Here he grew up and was educated, and here he saw the blending of the commercial elements and forces which have made Chicago the most active trade center in the world. It was natural that the boy should assimilate the restless business energy which surged around him, and he did. After finishing his education at the Chicago University, he began, at the age of seventeen years, to work for himself and plan his future. He began as office boy for T. W. Harvey, running errands, copying letters, and making himself useful generally. After a while he was promoted assistant book-keeper and traveling salesman, and in 1880 was entrusted with the important duty of management of the buying, selling and correspondence, which position he held until 1882, when the T. W. Harvey Lumber Company was organized, whereupon he was elected secretary, and continued to

officiate in that capacity until 1889, when the firm of Cross, Badger & Co. came into existence. All his business movements have been forward, not backward. His steady advancement and promotion, his increased responsibilities, as his experience, knowledge of the trade and trustworthiness were proven, speak strongly of his ability and high character. This is still further emphasized by his conduct and success as a member of the firm of Cross, Badger & Co., which is one of the strongest and most reliable of the younger lumber firms of the city.

As early as 1878 Mr. Cross became interested in the lumber trade in Nebraska, and was associated with J. L. Tidball and H. S. Fuller, with headquarters at Crete and with about fifteen yards at different points in that state. He was also interested in five other yards in Nebraska, his partner being Charles A. Harvey. These various interests were so managed that they yielded him a handsome revenue and laid the foundation of his fortune. In all his business transactions he has shown unusual skill and ability, both in handling large and complicated affairs, and in his readiness to take advantage of new and changed conditions of trade. Mr. Cross has been a member of the Lumber Exchange since the Harvey Lumber Company was organized, and served one year as a director of that organization.

He was married, April 21, 1880, to Miss Grace Sherman, a native of Chicago, and daughter of Ezra L. Sherman, who was one of the pioneer bankers of this city. They have three children, Bessie, Alfred and Phylis. Mr. Cross is public-spirited and takes a deep interest in all public improvements. He has been trustee of the village of Riverside for several years. He is a member of Union League Club, where his splendid social qualities are manifested and enjoyed. He is a regular attendant of the Episcopal Church.

A. Shreve Badger, the junior member of the firm, was born in this city during the period of the great civil war, February 16, 1862, and is the son of Alpheus C. and Elvira C. (Sheridan) Badger. The father is a native of Dover, N. H., and a descendant of English ancestors who settled in America during the colonial period, while the mother is a native of Charleston, S. C., and a member of one of the oldest and most prominent families in that part of the country. The father is yet actively engaged in business in this city, being a member of the Harvey Land Association. He was reared in New England until the age of sixteen years, when he went to Louisville, Ky., and was there engaged in the banking business for several years. He has resided in this city since 1861, and at that date engaged in private banking, associated with his brother, O. F. Badger, continuing for about twelve years, under the name of A. C. Badger & Co. In 1873 he retired from the banking business, and was then engaged in various pursuits until 1883, when he became vice-president of the T. W. Harvey Lumber Company, and continued such until the company was discontinued. He is now treasurer of the Harvey Land Association, and is prominently identified with all movements to render Harvey attractive and beautiful.



Goodspeed Brothers Publishers Chicago

Walter Shoemaker

A. Shreve Badger grew to manhood in this city and at the early age of fourteen years began to learn the lumber business. He served two years in the office of T. W. Harvey, at the expiration of which time he entered the accounting department of the Pullman Palace Car Company, but soon afterward was connected for a short time with the wholesale department of Field, Leiter & Co. In 1881 he returned to the lumber trade and was offered a position with the National Lumber Company at Creston, Iowa, where he took charge of the company's branch office and yard. He exhibited such aptitude for the business, that he was soon promoted treasurer and manager of the company's business in Chicago, and in that important and responsible position served acceptably to his employers and with high credit to himself for a period of five years. At that time the company owned and conducted about seventy yards in Nebraska, Iowa, Kansas and Dakota, and to be nearer their consumers they established a general office at Lincoln, Neb., of which Mr. Badger was made treasurer and manager, and continued as such for three years, when the Inter-State Commerce Law so affected their interests that they were obliged to abandon their line of business.

Mr. Badger then returned to Chicago, having had a varied and very valuable experience in the lumber trade. He had begun when a boy, had gone through all the grades of promotion, had shown great ability at whatever branch of the business he placed his hand, had learned how to handle and control country trade, and had come through, ripe in valuable experience and with a high reputation for faithful conscientious and able service. Therefore, in 1889, when the firm of Cross, Badger & Co. was founded, he was well qualified for any branch of the business and gave to the new firm his valuable experience and his excellent reputation. He is now devoting his energy and ability to the interests of this firm.

He was united in marriage in 1890 to Miss S. F. Cowles, of San Francisco, and by her has one child. Both himself and wife stand high in social circles. They are cordial and genuine, have great affability, and are most pleasing entertainers.

Walter Shoemaker. Walter Shoemaker was born in Montgomery County, N. Y., in 1839, just at the time when Chicago began to grow, and yet he grew fast enough to catch up with her and to give a decided impetus to her forward progress. He was educated at Fort Plains Seminary and Rochester Commercial College and at the age of twenty came to Illinois and contented himself for three years behind a dry goods counter. Three years sufficed, however, and in 1861 he entered the lumber office of Hackney & Gardner, at Aurora, Ill., as their book-keeper, remaining with them for two years. In 1863 he entered into partnership with Isaac M. Howell, and for ten years the firm of Howell & Shoemaker did a thriving lumber business at Aurora. But Aurora was too slow and its trade too limited to suit the temper and aspirations of a man whose business had so often called him to Chicago that he was thoroughly impregnated with the Chicago spirit of enterprise. Selling out his Aurora yard to his partner in 1872, Mr. Shoemaker came to Chicago and formed an alliance with

Spooner R. Howell, son of his former partner, and the firm of Shoemaker & Howell established itself in a yard on the corner of Throop and Twenty-second Street. This partnership continued for five years, expiring in 1877 by the limitation of its original articles of agreement, which were not renewed. Mr. Shoemaker sold the yard and business to Howell and started a yard by himself on the corner of Ashland Avenue and Twenty-second Street, occupying this location until 1886. During this time Mr. Charles D. Bull, who for some years had been Mr. Shoemaker's book-keeper, was admitted to partnership and the firm became Walter Shoemaker & Co.

In 1887 the business was removed to the North Branch and located at the west end of the North Avenue bridge, where it remained until finally closed out in 1891, at which time the company was merged with the Antigo Lumber Company, formed some nine years before, the two companies being since known under the designation of Walter Shoemaker & Co., doing an extensive business in the purchase and manufacture of stock from selected logs, or the finer stock of the saw mill, buying in large quantities and selling only at wholesale. Mr. Shoemaker owns three-fifths of the stock of the Shoemaker & Higby Company, organized in 1892, to deal exclusively in square timber of larger size than is usually comprehended in a retail lumber yard, but requisite in the construction of the enormous structures, the outcome of modern ideas of building as developed in Chicago. Timbers twenty-four and twenty-eight inches square and 130 feet long have been supplied by this firm, the stock for such extraordinary timber of course being obtained from the Douglas fir of the Pacific Coast, while shorter lengths and smaller sizes are obtained from the mills at Manistee, Mich., and those of the South, where yellow pine is demanded.

Mr. Shoemaker was married in 1864 to Miss Kate Shull, of Montgomery County, N. Y., and has one child. He is now president of the Illinois Club, and has served two terms as a director of the Lumberman's Exchange. He is a member of Garfield Lodge, No. 686, F. & A. M., of York Chapter No. 148, R. A. M., of Columbia Commandery, No. 63, K. T.; and Medina Temple, A. A. O. N. M. S.

Volney W. Foster. One of the most modest of the many whose names and history have been identified with the lumber trade of Chicago is Volney W. Foster.

Mr. Foster was born at Aztalan, Wis., February 27, 1848, and during his earlier years received the advantages of the common schools of his boyhood home. His earlier life was spent on his father's farm, his first business experience being in a small store at the adjoining village of Jefferson, and a little later at Manitowoc, Wis., at which place he became a member of the firm of Platt, Gray & Foster, in general merchandise, including, in a small way, lumber, cedar posts, railroad ties, etc. In 1872 he came to Chicago and found employ as cashier for the firm of Schulenberg & Boeckeler, of St. Louis, whose yard, at the corner of Cologne and Deering Streets, was run under the name of James McDonnell & Co. Here Mr. Foster was cashier until 1874, when he purchased an interest of A. R. Schulenberg in an extensive yard at

Chatham, Canada. At this point one of Mr. Foster's particular traits, that of neatness and order, found full play. His yards covered several acres of ground, which he surrounded with a neatly-painted high board fence, each alley being approached through an arched gateway, the name and business being painted in conspicuous letters upon each arch, making it impossible for a passer-by to plead ignorance as to the nature of the business transacted within. It is needless to say that Mr. Foster was, and has always been, an appreciative user of printers' ink. In a wholesale and retail lumber business Mr. Foster remained at Chatham until 1879, when he sold out and removed to Chicago, making his home at the delightful suburb of Evanston.

Entering into partnership with W. D. Hitchcock, the firm of Hitchcock & Foster became prominently connected with the cedar trade, embracing cedar posts, railroad ties, telegraph poles, and paving posts, including shingles and some small quantities of pine lumber. The firm purchased the timber rights on Drummond Island, at the head of Lake Huron, and incorporated "The Island Cedar Company," building a mill at Scammon's Cove, which combined a circular saw and shingle mill for the preparation of the timber of the island. The Island Cedar Company, in 1890, built a new mill at Detour, at the Lake Huron entrance of the St. Mary's River, and, with a vast expanse of country from which to draw supplies, continued to increase its volume of business year by year, to an extent commensurate with the growth of the country. The firm of Hitchcock & Foster was dissolved in 1891, the business being carried on by Mr. Hitchcock, while Mr. Foster now devotes himself wholly to the interest of Asphalt paving, being president of the Western Paving and Supply Company, which has already acquired a business of large proportions. Mr. Foster has proved himself not only a successful business man, but one who combines a high appreciation of the fact that a man's success in life is not measured more by his bank account than by his usefulness in the community in which he resides. To him is conceded the honor of the inception of the Sheridan Road, that noble boulevard which stretches from the Chicago River to Waukegan, a distance of thirty-six miles, on and near the bank of Lake Michigan for the entire distance, and which is projected to Milwaukee (85 miles), with fair prospect of an early extension to that city, and, when fully completed with graveled roadway and abundant shade trees, will form, in the not distant future, the grandest driveway on the continent of America. But a still nobler monument will, through all the generations, mark his name as that of one of the most beneficent and far-seeing men of his day. In the city of Evanston, Chicago's most beautiful suburb, Mr. Foster has erected a neat plain structure in a small park in the rear of his residence, which he has given over to the use of a society, organized at his suggestion, and whose membership is selected from the most advanced and deserving of the scholars of the township High School, who meet one evening of each week to listen to a lecture upon scientific and practical questions, by volunteer gentlemen engaged in mercantile, manufacturing, or scientific pursuits. The society is dual in its

composition, and is known as the "Boys' Back Lot Society" and "Girls' Back Lot Society," and each is limited in membership to the capacity of the "Back Lot Cabin," which is neatly furnished to seat sixty persons comfortably. The good which is by this means accomplished is incalculable. To send sixty boys and sixty girls out into the world each year with a good practical idea upon the many different practical subjects, is to almost ensure to the world the valuable services of one hundred and twenty practical young men and young women, to give a nobler tone to life's duties, and to set a nobler example before all with whom life's experiences bring them in contact; to repeat this year after year, is to multiply the good which one man's foresight and liberality have provided for the good of his kind, and will prove a more enduring monument than can be erected in marble or bronze.

Mr. Foster is eminently of a social nature, a member of several social clubs, and, as a Democrat from principle, is a member of the Iroquois Club of Cook County, and a man of influence in the counsels of the Democratic party. His appointment as chairman of the committee on transportation, in the Columbian Exposition, publicly manifested, in those lines where a knowledge of men and of the best means of handling them through system and order are most demanded, the confidence felt in his executive ability. It has long been noted that all who have intimate connection with forest industries are enlarged and broadened by the influence of the noble trees and the vastness of the forests, and no trade or profession has given to America a more liberal and public-spirited set of men than are to be numbered among her lumbermen, and those who are the most intimately acquainted with Volney W. Foster accord him a deservedly high position in this regard.

Hon. Philetus Sawyer. In the conduct of the vast lumber business of Chicago it has been no unusual thing to find partnerships in which the names of non-resident members have been prominent. In nearly every case it will be found that the non-resident has been in charge of the manufacturing branch of the business, or has been active in securing the timber supplies requisite for its prosecution.

In this latter case, as remarked in the opening chapter of this history, the trade at Chicago is so intimately associated with that of Michigan and Wisconsin, as to make the one practically a branch of the other.

The Sawyer-Goodman Company of Chicago is a practical illustration of this fact, for while the active business has been conducted by the Messrs. Goodman (William O. and James B.) the name of Philetus Sawyer has been prominent in the designation of one of the leading and most reliable of the business houses which have formed the lumber history of Chicago.

Mr. Sawyer was one of a family of five brothers and four sisters, of whom he is now the only survivor. He was born at Rutland, Vt., September 22, 1816. His father was a farmer and blacksmith of scanty means and humble ambition, who yet aimed to give his children all the advantages of education, compatible with a necessity

for work in assisting upon the farm, and available in the three months which in winter comprised the school year. The lumbering operations which at that day were carried on to a goodly extent in the Adirondack region, furnished the initiatory facilities for inducting the young man into the mysteries of a business in which he was later destined to achieve a phenomenal success. In the primitive saw mill of that day Mr. Sawyer found employ and learned the rudiments of the lumber business. At the age of seventeen he purchased his time of his father (as was largely a custom among the minors of that day, who desired the larger freedom of self-dependence), and with his savings as a saw-mill hand, gave himself two more winter terms of schooling, when, his self-dependence again asserting itself, he took the mill "to saw by the thousand." The mills of that period were run by water, and the "gate saw" was thought to be doing good business in cutting 2,000 or 3,000 feet per day.

In 1847 the great West attracted his ambition, and with his young wife, whom he had married six years before, Mr. Sawyer, with savings amounting to about \$2,200, started for the then comparatively unknown region, "away out west," Wisconsin. Settling upon a farm in Fond du Lac County, he devoted a couple of years to tilling the soil, but his past experience in the saw mill made him no indifferent judge of the value of the vast forests of pine which he found to exist not far from his home, and in 1849 he sold the farm and moved to Algona (now Oshkosh), where for a year he operated a mill on contract "by the thousand," subsequently renting and operating on his own account.

In 1853 he formed a partnership with Brand & Olcott, lumber dealers, of Fond du Lac, and purchased the mill, which, as demand increased, was rebuilt to greater capacity, the product being shipped to the Fond du Lac yard by vessel. Mr. Olcott retiring from the firm in 1856, Brand & Sawyer continued until 1862, in which year, Mr. Brand retiring, Mr. Sawyer associated with him his son Edgar P., who has since remained in active participation in the business, and "P. Sawyer & Son" are known as among the largest timber-land operators of the Northwest. As early as 1869 Mr. Sawyer became associated with Messrs. Jesse Spalding, W. D. Houghteling and O. R. Johnson in the firm of Spalding, Houghteling & Johnson in the lumber business of Chicago, which firm later became the Menominee River Lumber Company. In 1878 the firm of Sawyer, Goodman & Co. was organized, in connection with W. O. & J. B. Goodman, which in 1880 was incorporated as the Sawyer-Goodman Company, which since that time has taken its stand among the leading lumber manufacturers and dealers of Chicago and the Northwest. As early as 1854 Mr. Sawyer began a personal investigation of the lands on Wolf River, Wisconsin, acquiring large bodies of the same and being the moving spirit in the inception and completion of the Keshena Improvement Company, organized for the purpose of improving the Wolf River, by dams, and the removal of obstructions, which made available one of the finest bodies of timber in the Northwest. In connection with his operations on the Menominee River, large tracts of timber were also acquired,

Of Mr. Sawyer's political history volumes could be written, from the time of his election to the city council of Oshkosh in 1849, the General Assembly of Wisconsin in 1859, as mayor of Oshkosh in 1863-64, the House of Representatives at Washington in 1864, serving with but an intermission of six years (from 1864 until 1880), when he was elected to represent the State in the United States Senate, a position to which he was re-elected for the six years from March, 1887. Few men have exercised a greater influence in the legislative councils of the State and nation, and few have been held in higher esteem. Of Democratic and Free Soil tendency in his earlier career, he acted and voted with the Republican party from its inception, in 1856, and has continued to act with that party to the present time, filling many important positions on leading committees of the House and Senate, and in the councils of the Republican party.

Mr. Sawyer was married in 1841 to Miss Melvina M. Hadley, of Essex County, N. Y., who died in May, 1888, after forty-seven years of happy married life, mourned by the vast circle of friends to whom her life of loving usefulness had endeared her. Besides an infant son, who died shortly after their removal to Wisconsin, the family of Mr. Sawyer consists of his son and partner, Edgar P., and two daughters, Mrs. Howard G. White, of Syracuse, N. Y., and Mrs. W. O. Goodman, of Chicago.

Narrowly approaching the culmination of four-score years of an active and useful life, Mr. Sawyer resides at Oshkosh, in the enjoyment of an ample fortune, largely augmented by the affection, not only of his immediate friends and neighbors, but of a nation which holds his political and patriotic services in grateful remembrance.

Charles Allen Marsh. Among the younger generation of prominent lumbermen of Chicago there is not one more esteemed for his business ability and integrity, not one more admired by lumbermen for his intimate knowledge of the timber trade in all its ramifications, not one more respected, by all men who know him, for the sterling qualities which distinguish him as a man, than Charles Allen Marsh, secretary of the Marsh & Bingham Company, who is known to the timber trade from Lake Superior to New Orleans and from Missouri to Virginia.

Charles Allen Marsh, who is the eldest son and fourth child born to F. O. and Jennie E. (Allen) Marsh, was born in Granville, Ohio, July 16, 1857, and educated under his father's able care at Denison University in his native town, and was graduated from that institution in June, 1878. In the September following, he came to Chicago and found employment in the office of his uncle, George A. Marsh, his compensation during his first six months being his board—"merely that, and nothing more." But he gave as close attention to his work as if he was in receipt of a salary of \$5,000 and familiarized himself with so many of its details and conditions, that at the end of that time he was placed in charge of the books of the concern, and at odd times did some outside work, including inspecting ties and collecting, and for these various services he received a salary of \$40 a month for about a year. At the time of the consolidation

of the firms of F. O. Marsh & Co. and George A. Marsh & Co. and the organization of the firm of Marsh Bros. & Ransom, he was given an interest in the new concern. In January, 1883, when the Marsh & Bingham Company was organized, Mr. Marsh became, and has since been, its secretary, and in connection with the duties of that office has attended to the traveling and general outside business of the company, looking personally after its interests in all parts of the country. Mr. Marsh married, October 22, 1881, Miss Lide Shepardson, a daughter of Daniel and Eliza (Storey) Shepardson. Her father, who was the president of the Young Ladies' Institute, at Granville, Ohio, for a number of years, gave to the Baptist denomination its college property at Granville, valued at \$50,000, with the proviso that the Baptist denomination should endow the institution with \$100,000, which it did. He has practically spent his useful life at the scene of his beneficence, and has been blessed, as he could not have been blessed elsewhere, by a sense of its rich reward of good to the church and to the world. Mrs. Marsh was born in Cincinnati, October, 1858, but was reared and educated at Granville, graduating from the Young Ladies' Institute of that place the same year that Mr. Marsh graduated from Denison University. Since the age of eleven years she had been a most devoted Baptist, and Mr. Marsh, also of a Baptist family, had been a professing Christian since the age of thirteen. They were baptized into the church on the same day.

After nine years of happiest wedded life, in which there came to them three children—Harold, Helen and Fletcher—Mrs. Marsh died, April 22, 1890, aged thirty-two years, in the full triumph of a belief in Christ. She is remembered as a singularly gentle and womanly woman, who consecrated her brief but useful life to the service of her God, her husband and her children. Mr. Marsh, for one of his years, occupies a position in the business world most creditable and most flattering. He is a member of the Union League Club. His career has been one of honest endeavor and well-merited success, which have placed him among the ablest and most prominent of Chicago's young men of affairs, who have done, individually and as a class, as much to advance the city to its present proud eminence among the cities of the world as any other class that could be mentioned, and the result of whose personal effort and their aggregated enterprise, will impress students of America, and its institutions, as favorably as anything which was a part of the World's Fair proper.

Arthur Gourley. This enterprising and progressive lumberman deserves a lasting memorial for his faithful adherence to duty, for his strict honesty and for the success he has achieved. When he came to Chicago, in 1870, the city did not have one-third of the population it has now, and none of the great sky-scrapers had yet been erected. The city was filled with low-grade buildings, just the right food for the awful fire which occurred the following year. Mr. Gourley came directly from Ireland to Boston, thence to this city, and found upon his arrival that he had \$30, and no more, to his name. This was his stock in trade, or capital, and he determined to make the

most of it. He therefore spent the whole of it for dry goods and notions, which he peddled throughout Chicago for about four months, at the end of which time he secured a position with the lumber firm of S. K. Martin & Co., at \$1.50 per day, and began handling lumber in the yards. So well were his services appreciated and so faithfully did he perform every duty, that he remained with this company for a period of eighteen years. In 1874 he was promoted to shipping clerk, which position he held until 1883, when he was admitted as a partner in the S. K. Martin Lumber Company, and was elected vice-president, which position he continued to occupy, with general satisfaction and much to his credit, until 1888, when he resigned his office and withdrew from the company. During this long period he had familiarized himself with every detail of the business, had worked in every department, and had been a studious observer of the methods adopted in order to achieve success.

In 1888 he had accumulated a snug sum of money, and, having fully mastered the art of managing a large lumber concern, he determined to start out for himself; and, accordingly, at this date, became a member of the firm of Chase & Pate, with which he remained for one year only. He then organized the firm of Arthur Gourley & Co., composed of himself, J. L. Campbell and J. H. Henderson, and opened a yard at Cologne and Main Streets, with a dockage of 200 feet. Here they operated successfully for a short time, when they removed their yard to Main Street near the bridge, where they secured 400 feet of dockage. A little later than this, they again moved the scene of their operations to commodious quarters at Robey Street and Blue Island Avenue, where they succeeded in securing a dockage of 600 feet. They are now located at Twenty-second and Fisk Streets, occupying the recent plant of the H. Witbeck Company, and succeed to the commodious quarters and good-will of this old and well-known lumber company. Their business has grown rapidly of late, and has spread out over many States, and their annual sales are very large and profitable. Their business is strictly wholesale, and they handle enormous quantities of lumber, lath, shingles, etc. The excellent success of the firm, and its high reputation for honorable dealing, are due mainly to the intelligence, experience, and upright conduct of Mr. Gourley. His success has come somewhat late, but is due wholly to his own manly and honorable conduct. He now has a comfortable income and a handsome fortune, and he has the satisfaction of knowing that every penny of it was made by his own good judgment. As a matter of fact, it would be difficult to find a better example of the strictly self-made man than Mr. Gourley. He is now one of the solid property holders of the city, and has become a permanent resident of America, with no idea of returning to live in his beloved native land—old Ireland.

Mr. Gourley is yet a comparatively young man, his birth having occurred in County Tyrone, Ireland, April 17, 1842. He is one of a large family of thirteen children, born to Arthur and Eliza (McKinney) Gourley, both of whom were also natives of the beautiful island of Erin, where they passed their entire lives, the mother dying



Edgar Harvey Wilce

in 1860, and the father in 1887. They were respectable and industrious people, and passed away after living lives of usefulness and honor. Their son Arthur, our subject, passed his youth on his father's farm, and during this time secured a fair education. As he neared manhood his thoughts turned to America as the spot where the blessings of life could be secured with the greatest ease, and after several years, as before stated, he crossed the Atlantic in 1870, and the same year reached Chicago. His life has been full of hard work; but his pluck and determination have placed him among the most honored and successful of Chicago's better class of business men. In 1863, while yet in old Ireland, he was united in marriage to Miss Jane McKinney, a native of the same county as himself. They have one child, Maggie, who is the wife of J. L. Campbell, now a member of the firm of Arthur Gourley & Co.

Edwin F. Getchell. The name of Getchell was for many years intimately associated with the lumber trade of Chicago and the Northwest. Edwin F. Getchell, the subject of this sketch, was, like so many other Chicago and Western lumbermen, a native of Maine, having been born at North Anson, Somerset County, February 14, 1850. His parents having in his early youth migrated to Des Moines, Iowa, he obtained his education in the public schools of that city, supplemented by a partial course at the Iowa College, at Grinnell, which was cut short by the failing condition of his health, obliging a relinquishment of study and a return to the parental home, at Des Moines. Regaining his health, he, at the age of eighteen, obtained a clerkship in the postoffice at Des Moines, where he remained for two years, when, in 1870, he entered the lumber office of H. F. Getchell & Sons (his father and elder brother), at Des Moines, where he remained for two years, coming to Chicago in 1872, where he remained until 1873, when he went to Europe, attending the Vienna Exposition of that year, and enjoying extensive travel on the Continent and the British Isles.

Returning to Chicago in 1874, his father started him in the lumber and coal business at South Evanston, a growing suburb of Chicago, ten miles north of the courthouse, where, for two years, H. F. Getchell & Co. did a large lumber and coal trade, until, as a result of the continuing hard times, the village began to lose its prestige, and trade languished. In 1876, abandoning South Evanston, Mr. Getchell became a member of the firm of H. F. Getchell & Sons, Chicago, having several branches throughout the State of Iowa, with headquarters at Des Moines, Edwin F. taking charge of the Chicago yard, which was located on Laflin, near Twenty-second Street, in which he continued until 1880, in which year the firm of Getchell, Armour & Co. succeeded to the business, the members being Edwin F. and Charles H. Getchell and the late William Armour, son of George Armour, Esq. This firm continued until 1883, when the copartnership terminated by expiration of the term of agreement. With the exception of an interest retained in the Iowa yards until 1889, this terminated Mr. Getchell's connection with the lumber trade, and he now engaged in the real estate, loan and mortgage business, in which he still continues, with office

in the Home Insurance building, making a specialty of handling business property and negotiating loans. During his connection with the lumber trade Mr. Getchell was looked upon as a conservative and careful operator, who was not only imbued with a high opinion of the manifest destiny of the City of the Prairie, but possessed the courage of his convictions, in shaping his ends to correspond with its rapid development and to keep pace with its rapid progress. In 1887 he was elected secretary of the Real Estate Board of Chicago; in 1888 a member of the executive committee, and in 1889 a member of the committee on valuations, being elected chairman of the same in 1890; in 1891 he was elected vice-president of the Board. Mr. Getchell has all the pride of an honest heart in the land of his birth, and has been a member of the Chicago association of the "Sons of Maine" from its organization, and was elected its president in 1891, being now chairman of its executive committee. He has for the past ten years been a member of the Union League Club. He is a member of the executive committee of the Revenue Reform Club, an elder in the First Presbyterian Church, and clerk of the session, the duties of the position extending to the Railroad Chapel Mission.

Mr. Getchell came into the lumber business through heredity, his father, Henry F. Getchell, having been an extensive lumber merchant in Maine before removing to St. Louis, Mo., in 1858, at which point he engaged in the grocery business, previous to his removal, in 1860, to Columbia, Boone County, Mo., where the State University and colleges were located, in order to give his children the advantages of a thorough education. While there he engaged in mercantile pursuits, being the only Union merchant in the town, until it became apparent that his stock would become confiscated by the rebels, when he purchased two prairie schooners to be drawn by mules, and removed to Des Moines, Iowa, where, disposing of his goods, he re-entered upon his former business as a lumber merchant, establishing yards throughout the State of Iowa. His death occurred at Chicago in 1877, leaving a wife and five children, and, as an heritage above the value of a monetary competency, a name above reproach, honored by all who knew him. Mr. Getchell, during the great Manitoba and Northwest boom of 1881, established a branch lumber yard at Fargo, Dak., and at this point Getchell, Armour & Co. sold the first lumber from the Chicago market which was introduced into that section, the vast demand having exhausted the supplies available from St. Paul and Minneapolis. This yard was continued for two years, and on the collapse of the great "boom" was abandoned.

Moshier Torry Greene. Among the purely self-made men of Chicago who have distinguished themselves for their ability to master the opposing conditions of life, and wrest from fate a large measure of success and an honorable name, is Moshier Torry Greene, president and general manager of the Chicago Lumber Company. He was born on a farm in the county of Huron, Ohio, April 18, 1846, and is a son of Ferguson and Mary S. (Torry) Greene, both of whom were natives of the Empire State.

The father, after a short though useful and honorable life, passed away in 1852, but the mother is yet living, well advanced in years.

The parents were substantial and intelligent people, and, believing, with Longfellow, that "life is real, life is earnest," sought to give their children as good an education as they could afford; but the father died early, and his son M. T. Greene, thrown largely upon his own resources, needed no special incentive or inspiration to become educated or to push himself upward in the social or business scale. His inclinations from his earliest youth were in that direction. Accordingly, his summers were spent at hard work on the farm and his winters in the district school. A little later he worked out by the month, and thus earned, during the warm seasons, enough to pay his expenses at school the following winter. Having mastered the elementary studies, he began attending the academy at Naples, N. Y., working at first at the rate of \$7 per month to pay his expenses. The war came on while he was thus engaged and called all patriotic men to action; he was too young to go at first, but, when seventeen years of age, he was accepted, and accordingly became a member of the Twenty-sixth New York Battery, and, under Gen. Canby, was at the taking of Mobile, Spanish Fort and other notable engagements of the war, remaining in the service until the declaration of peace. He saw considerable arduous and dangerous service, and acquitted himself with faithfulness and gallantry.

When the war ceased he returned home and in November, 1865, went to Harrisonville, Cass County, Mo., thirty-eight miles southeast of Kansas City, where, in the following January, he opened a lumber yard. There was then a large demand for lumber in the Western country, which was fast settling up, and accordingly he did a successful business until 1868, when he sold out and removed to La Cygne, Kas., where he resumed the lumber business. The Kansas City, Fort Scott & Gulf Railway had not yet reached that town, and the country was new, but just the place for an intelligent, stirring lumber dealer. In fact, from all that Western country there came a steadily-increasing cry for lumber to be used in fences, buildings, etc. Mr. Greene had too much intelligence and enterprise to let this cry pass without an effort to turn it to his advantage. He redoubled his energy, and soon began to establish lumber yards in other Western towns, in Nebraska, Kansas, Iowa and Missouri. So rapidly did he push his business, and so skillfully did he manage the expansion of his interests, that when he came to Chicago, in 1872, he was the owner of twenty different yards. It was necessary to have a central point for distribution and management, and accordingly Chicago was selected. This was a move of great importance, and proved Mr. Greene's possession of superior business qualifications. From his headquarters here he kept steadily at work, expanding in all directions, multiplying his yards, both in number and extent, until he was the owner, at one time, of 320 yards, spread over the United States, from New York City to the Rocky Mountains. It seems almost incredible that one man, in so short a time, from his own resources and by his own

energy and ability, should be able to build up such a gigantic business. No wonder that the lumber trade of Chicago has become the marvel of this extraordinary city. It is such men, such intelligence, such enterprise, that have placed Chicago at the head of the industrial cities of the earth. In one year the company sold \$19,000,000 worth of lumber, the largest figure ever known in this city, where enormous numbers have become so common that people fail to study their significance. Here we have a poor boy who educated himself, went out at the early age of seventeen years to fight his country's battles, came home to put his hand to the tasks of peaceful life, skillfully, by his own efforts, built up a business and organized a lumber company which, within about twenty years, received a patronage of \$19,000,000 annually. While such extraordinary accomplishments, almost like fairy tales, fail to arouse any serious comment or appreciation, it is not because the achievement is not wonderful, but simply because business surprises in Chicago are no longer rare or uncommon.

The writer's more intimate acquaintance with Mr. Greene dates from about the spring of 1879, since which time Mr. Greene has been recognized as perhaps the most enterprising and extensive dealer in the Chicago market, possessing the confidence of his fellows to a remarkable extent, while enjoying a financial credit unexcelled by any man in the trade. As head of the Chicago Lumber Company, his purchases upon the market and at the various mills of the Northwest rendered him a formidable competitor, while withal he was recognized as a close, careful and discriminating buyer. His field of operations was not confined to Chicago, although the yards of the company in this city exceeded any other in area, and in stock on hand. With unbounded credit, and with retail yards located all over the West, his trade was sought by manufacturers and wholesalers in all sections of the Northwest.

In 1891 the company abandoned its large supply yard and planing mills, and has handled its extensive country trade from an office in the Auditorium building, corner of Wabash Avenue and Congress Street.

At present Mr. Greene makes a specialty of the manufacture of yellow poplar lumber on the Ohio River, where he has three saw mills, two on the Kentucky side and one on the Ohio side, which produce annually 50,000,000 feet. He is largely interested in vast bodies of poplar and other varieties of timber in the states of Kentucky and West Virginia, and is president of the "Poplar Manufacturers' Association." He also owns and operates a coal mine, known as the "Sweetwater Coal Mining Company" of Rock Springs, Wyoming, which produces daily 1,600 tons of coal, and sends it all over the West, from the Missouri River to San Francisco. All these large and varied interests make Mr. Greene one of the busiest men of Chicago. In fact, he is distinctly a business man. When not engaged in looking after his mills or yards, he may be found at home, enjoying the peace and quiet of his fireside. He was united in marriage, in August, 1869, to Miss Sophia L. McCormick, daughter of Hugh McCormick of Ottawa, Ont., who has presented him with one child—Maude. Mr. Greene is not an office-

seeker, but is an intense American in all that word politically portends. He belongs to the Union Club, but to no secret order, and although free and warm-hearted, yet is a decided home-lover. Probably no person in this city is a better representative of a purely self-made man than Mr. Greene. He owns not a dollar that was not honestly made by himself, and all has been made since the war, by his individual and untiring industry. Surely, in view of his success, all things are possible in this country, to an honest, industrious and intelligent boy, no matter if parents die in his youth and poverty and severe trials encompass his early efforts.

Augustus Alvord Carpenter. Augustus A. Carpenter, the acknowledged Nestor of the Chicago lumber trade, was born June 12, 1825, at Chateaugay, Franklin County, N. Y., the son of Alanson and Gulielma Nichols Carpenter. The humble circumstances of his parents forbade the enjoyment of those high privileges of education and of fortune, which are to so great an extent deemed necessary to enable a youth to mount the ladder of prosperity and success in life, and the position of influence and affluence which surrounds his later years, is the outcome solely of his own diligently-applied industry, perseverance and regard for the obligation resting upon him as a citizen, to advance public interests, while seeking that business success with which his life has been crowned. With but the advantages, in winter, of the common-schools of the day, his earlier years were spent upon the farm, until, at the age of seventeen, he sturdily set forth to carve his fortune, spending several years in farming and general merchandising, until the flattering inducements held out to him by the discovery of gold in California induced him, in 1852, to seek the country, which at that time attracted the attention of the adventurous and enterprising of all nations, in search of the much-vaunted wealth attributed to it. While there, he engaged in mining and trading at Rose's Bar, on the Yuba River near Marysville, meeting with no abnormal success in the acquisition of wealth, as the result of his adventurous journey *via* the Isthmus of Panama. Returning East in 1855, Mr. Carpenter settled at Monroe, Wis., where he engaged in a dry goods and cattle business, until the panic of 1857 had spent its force.

In 1859 he, in connection with his brother, William O., opened a retail lumber yard at Monroe, and in 1861 the brothers bought into the firm of Kirby & Stephenson, who had a single mill at Menominee, Mich., and a retail yard at Milwaukee, Wis., and the firm of Kirby, Carpenter & Co. was formed, which, in 1872, was incorporated under the laws of Illinois as "The Kirby-Carpenter Company," and, notwithstanding the severance in 1880 of Mr. Kirby's relations with the company, the corporate name remains the same. The mill at Menominee, originally consisting of a single mill saw, with capacity of 2,000,000 feet (day sawing) per year, has, by subsequent building and re-building, become three mills, containing four circulars, three gangs, and four band saws, with a cutting capacity of 115,000,000 feet per year, which amount was sawed in 1892. The original capital stock of the incorporated

company was \$500,000, with an accumulated surplus of \$362,555.21, and, while at this time the capital stock remains the same, the accumulated surplus has reached \$3,871,617.94. At the organization of the company its timber resources were about 400,000,000 feet, which have been increased from time to time by purchases of 1,300,000,000 feet, its present timber holdings being estimated at 800,000,000 feet of standing timber. From its organization, Mr. A. A. Carpenter has had the principal management of the affairs of the original firm and the incorporated company, and it was under his wise government that it has developed to a position confessedly at the head of the lumber trade of Chicago and the Lake Michigan shores. Few have any idea of the magnitude of the business represented by the figures of production, viz., 115,000,000 feet of lumber. The minimum number of men employed by the company is 700, while the number at times runs up to 1,200. Four hundred horses and mules are employed in various departments, requiring the product of six large farms to supply their needs, even when supplemented by the purchase of vast amounts of grain and other materials needful for their sustenance. A large grist-mill is constantly in operation preparing food for the live stock.

In addition to the saw mills, are the dry kilns of 40,000 to 50,000 feet daily capacity, with the planing mill of 250,000 feet capacity, and the piling grounds cover a space of fifty acres. Over this vast business, with its details, Mr. Carpenter has for thirty years presided, wisely watching the progress of events, and keeping pace with the progress and business demands of the country, so that the business has grown from the 4,000,000 feet comprising the trade of 1860, to a trade of 134,000,000 feet for 1892, with but a minimum of friction and an ever-increasing growth. These results could have been realized only by a wise appreciation of the details inherent to so vast a trade, and here was Mr. Carpenter's strong point, it being his motto that if details are properly looked into, the results and generalizations will take care of themselves. As a result, Mr. Carpenter knows from year to year the exact cost of his mill product, and is prepared to question the cause which may lead to an increased average of cost per thousand, be it ever so slight, and, being prepared to adopt all new devices for cheapening the cost of production, there is, in his estimation, room only for reduction in the average expense.

From this it will be seen that Mr. Carpenter's administrative abilities are above the average, and that system and order mark every department of his vast business. In the early inception of the business, a portion of the cut of timber was disposed of at the Milwaukee yards, while an occasional cargo was sold in the Chicago market, until, in 1863, a yard was opened at Chicago, on the point at the junction of the North Branch with the main river, where with a trade of from 8,000,000 to 10,000,000 feet per annum, it was rapidly increased until a new mill was built in 1867-'8, and still further increased from time to time, until the aggregate sales of 134,000,000 feet in 1892 attest the increase of capacity ultimately attained, and which, with the railroad facilities of

recent years, has made it necessary to remove the headquarters and yards of the company from Chicago to the mills at Menominee. Mr. Carpenter has been president of the company since its organization. For many years previous to the removal of the business to Menominee, a large yard was maintained in the lumber district of Twenty-second Street, where the bulk of the mill product was sold to country dealers, the main office of the company being at the lumber market, on South Water Street.

Mr. Carpenter was married, in 1863, to Elizabeth K. Kempton, of New Bedford, Mass., and a son, A. A. Carpenter, Jr., and a daughter, Amie, wife of John E. Newell, Esq., of Chicago, are the issue.

Mr. Carpenter took up his residence in Chicago in 1862, settling on the North Side. A man of his force and character could be but a short time in making his influence felt in the community, and while managing and directing so vast a business, he found time to leave his impress upon matters and developments of a public nature, and has proved one of the foremost, and most influential advocates of many measures promulgated for the public good. He has filled the position of president in the Citizens' Association, and in the Commercial Club; has been one of the foremost advocates of reform in the city government, and an earnest advocate of the election law which was adopted in 1885. His labors have been stupendous in all endeavors to bring about a higher condition of morality in the city; and his purse and his influence over the means of others for the accomplishment of good ends in public or private affairs in the community, have been excelled by none. Firm in character, tolerant of the opinions of others, with a broad and intelligent appreciation of the effect of present action and policy upon the future, Mr. Carpenter has possessed the confidence even of those who differ with him in sentiment.

Mr. Carpenter is a man of generous sympathies, in which he is ably seconded by Mrs. Carpenter, and many are they who have been the recipients of the sincere sympathy and practical aid of their liberal hands. With a lovely home, which is yet free from ostentatious display, no small proportion of the time of Mrs. Carpenter is devoted to the promotion of those organizations which have for their object the amelioration of the condition of the destitute and unfortunate, a prominent subject of her efforts being the providing of industrial employment for indigent women who must earn their own living, and the success of the Chicago Training School for Nurses, and the Women's Exchange, are evidences of the practical character of her endeavors.

Mr. Carpenter is a Republican in politics, and has been of value in the local councils of the party, both in the matter of advice and financial aid. A ready speaker and logical, as a presiding officer he has few superiors. When he espouses a cause, it receives his most earnest support and is sure of a successful issue, because of his faculty for at once seeing the proper methods for securing the desired result.

In public life few men have left a more marked imprint for good upon our community. Never courting publicity, Mr. Carpenter has held several important positions

in connection with the business and development of Chicago, never shrinking from the responsibilities, while never desiring praise for any utterance or course of procedure. A Board of Directors of the Lumberman's Exchange could hardly be made up without adding the name of A. A. Carpenter, who was one of the incorporators of the institution, was elected vice-president in 1876, and president in 1882, and served continually on the executive committee until 1888. He was president of the Citizens' Association, and of the Union and Commercial Clubs, the former for two years, the latter for one, and has been for years a director of the First National Bank of Chicago. He was for ten or twelve years president of the Lumberman's Mining Company of Iron Mountain, Mich., one of the earliest and most successful developers of the vast mineral resources of the Northwest, and one which has ably seconded the lumber industry in promoting the prosperity of the country, and since 1888, when the Chicago distributing yard was abandoned, and the business concentrated at Menominee, has been an active participant in all those matters which were calculated to advance the growth of that thriving city. He is president of the Lumbermen's National Bank of Menominee, owns a large block of the stock of the Electric Light, Railway and Power Company, and is actively interested in other public enterprises in that city. The mills of the company are equipped with a system of pumps which are readily used to reinforce those of the city in case of need, and were of superior capacity to those of the city until quite recently, while its private electric plant for the lighting of its mills and offices, is surpassed by few private plants in the country. The company maintains a general store, complete in all its details, carrying a stock whose average inventory is fully \$75,000.

Thus have we faintly traced the career of a man, a self-made man, a man with no hereditary name of grandeur or honor to give him a boost, who has, in less than the three-score-and-ten years allotted as the measure of man's days, carved out for himself and his posterity not only an ample fortune, but a name which is not only honorable but honored, a reputation worthy of the emulation of those who shall succeed him in business life or in civic affairs, and one to which his children may point with pride as they assert: "He was that noblest work of God, an honest man, a public-spirited citizen, a faithful friend, and a generous dispenser of those bounties with which a kind Providence had blessed him."

Augustus A. Carpenter, Jr. Augustus A., Jr., son of A. A. Carpenter, was born February 9, 1868, at Chicago. He was educated in the private schools of Chicago and Boston, and at the age of nineteen entered his father's yard at Menominee to learn the business and to prepare himself for the prosecution of the enterprise which, as his father's successor, is at some time likely to fall under his more or less immediate supervision. His first step was in the more menial department of the work of the lumber yard, *i. e.*, "shoving lumber," thus commencing at the foundation, and obtaining a practical insight into those important adjuncts of an immense

lumber business, viz., sorting, piling and shipping. Having acquired a fair knowledge of the manual department, he was promoted to the position of "bill clerk," graduating to fill a year of service as superintendent of the mills, and is now filling the position of general superintendent of the business.

It is too often the case that the sons of successful merchants feel a responsibility only to acquire a knowledge of the most rapid means of dispersing the fortune which the best efforts of a father's life have been devoted to gathering, and, while there are exceptions to the rule, it is to the credit of the good sense of lumbermen in general that their sons are shown somewhat of the hard knocks and deprivations through which they themselves have passed, and are brought up in such practical manner as will fit them for the care of the fortunes accumulated by the parents and which must ultimately become their own. Through the influence of such practical education the young man in question may legitimately be spoken of as a worthy son of an honored sire, and one who will in the future be found walking in the same path which has secured to his father the honor and respect of the business and social world with which he has been connected.

William Henry Beidler. This gentleman is the owner of the oldest lumber company in Chicago—the Beidler Lumber Company—which was founded by his father, back in 1847, when this town was a straggling village, the future of which was undreamed. The city, though active and bustling then and full of possibilities, possessed no apparent advantages over scores of other towns in the Upper Mississippi valley. It is true that Illinois and the farther west was fast settling up, and the demand for lumber for fences and buildings increasing steadily and rapidly. But even Jacob Beidler, the founder of the company, though far-seeing, could not foretell that the lumber trade alone of this city was to become, in half a lifetime, the wonder of the modern world. However, he had high faith in the town, and accordingly in 1847 established a yard on South Water Street near Franklin Street. In 1854 A. F. Hathaway was admitted as a partner, when the firm became J. Beidler, Bro. & Co. Soon after this Aaron and Henry Beidler were admitted to the firm. In 1856 Aaron Beidler and Mr. Hathaway retired, and M. J. Brown and R. P. Easton were admitted, but the latter two withdrew in 1860, when the firm became J. Beidler & Bro., and so remained until 1871, when articles of incorporation were taken out, with the following officers: Jacob Beidler, president; A. F. Beidler, secretary, and M. F. Rittenhouse, treasurer. In 1882 Henry Beidler retired from the firm and the following year Mr. Rittenhouse followed him, W. H. Beidler assuming their duties as secretary and treasurer.

The manufacture of lumber was begun by the company first in 1854, and increased so rapidly that by 1870 they manufactured 18,000,000 feet, and by 1882, 30,000,000 feet of lumber, 15,000,000 shingles and 10,000,000 lath. In 1873 Jacob Beidler, who was the animating spirit of the firm, organized the South Branch Lumber Company, which was incorporated with himself as president, B. F. Ferguson, treasurer, and Francis

Beidler, secretary. Ten years later this firm was handling about 50,000,000 feet of lumber and 25,000,000 shingles per annum. Over all this enormous business of the two companies Jacob Beidler exercised control, showing remarkable aptitude for the successful conduct of large, active and complicated business interests. In short, it was his capital and credit which made the two companies so successful and placed such handsome balances on the right side of the ledger. Let us know a little more of this representative business man.

Jacob Beidler was born in the Keystone State, Bucks County, in December, 1815, and was a son of Jacob and Susan (Kront) Beidler. His youth was spent, like that of hundreds of others of the wealthy and prominent men now of Chicago, at hard work on a farm. He early learned cabinet-making and worked at the same until he was twenty-one years of age, after which he followed carpentering for some time; but in 1842 came West and located at Springfield, Ill., where he continued to work at the carpenter's trade for one year. He then formed a partnership with Daniel Barnes, under the firm name of Beidler & Barnes, dealers in groceries; but one year later, or in 1844, Mr. Beidler sold his interest to his brother Henry, and returned to Bucks County, Penn., where he was united in marriage with Miss Mary A. Funk, and with her returned to Springfield in May, 1844. In August he came to Chicago and began carpentering work for Van Osdel Bros. & Thorp, and thus continued until the autumn of 1845, when he started a shop of his own, and was associated with James McGee under the firm name of Beidler & McGee. In 1846 Mr. Beidler bought his partner's interest, and the following year founded his lumber business, as already described. His carpenter shop was sold in 1850 to James Lyon. His wonderful success was the result of his own superior qualities. He possessed great foresight and had a remarkable faculty of turning every business venture to a profitable finality. Every transaction was characterized by the strictest integrity. His soul was broad enough, and his heart large enough, not to want a cent made by illegitimate business methods. Accordingly, his word was as good as his bond, and both were worth their face in gold. He is one of the most prominent of Chicago's great business men. He has a family of six living children: Augustus F., William H., Francis, Emma, David, and George, and one deceased, drowned in Lake Michigan, John.

On July 20, 1851, on the North Side, in Chicago, William Henry Beidler was born. Here he has since lived, and is thus a product as well as a representative of the astonishing development of the great city which has grown up with him and around him. He was educated at the public schools and the high schools here; but at the age of seventeen years left school and became an errand boy for the Jacob & Henry Beidler Lumber Company. After a time he stopped this work in order to take a commercial course at Bryant & Stratton's Business College, from which institution he graduated, and immediately afterward became book-keeper for the above-named company. Thus he was employed until 1871, when he became a small stockholder in the firm, which at

that date was incorporated under the firm name of Jacob & Henry Beidler Lumber Company. William H. continued to receive a salary for keeping the books of the company and looking after its affairs until 1882, when he was made treasurer, and four years later (1886) was elected also secretary, and served the company in this dual capacity until 1891, when, the charter expiring by limitation, he became the successor and owner of the entire plant. The yards have been successively located at West Water Street near Randolph, West Madison and Canal, northwest corner of Jackson and Canal, Beech and Taylor, and lastly at the corner of Loomis and Twenty-second Streets, where his father owns nearly 7,000 feet of dock property. The growth of the firm has been one of the marvels of this remarkable era of business development, and their business has been simply gigantic. Much of the present prosperity of the firm, and not a little of its past success, are due to the excellent business judgment of W. H. Beidler. He has from youth made a study of the expansion and success of the lumber industry, and is one of the best authorities on the subject among the young men of the trade. He inherited the keen business instinct of his father, as well as his fine sense of honor and his catholic spirit.

He was long a director of the South Branch Lumber Company; is a director of the Lumberman's Insurance Company, formerly a stockholder of the Prairie State National Bank, and a member of the Illinois Club. He was married in 1877 to Miss Ada M. Gregory, a native of Buffalo, the daughter of Daniel Gregory; two sons have been born of the union, William and Walter, both of whom are deceased. His integrity, high moral character and love of progress are fully attested by the responsibilities placed upon him in the social and business circles of the city. He is a member of the Third Presbyterian Church, but attends the Epiphany Episcopal Church. Essentially a business man, although he takes an interest in politics, he has never accepted an office. He is an unflinching Republican.

Abbott L. Adams was born at Keene, N. H., in 1842, his parents being Benjamin F. and Louisa Redington Adams, who removed to Chicago in 1853. Abbott L. attended school until April 19, 1862, when he enlisted as a private in Battery A, First Illinois Artillery, for a three-months' service, and upon being mustered out, in July of the same year, at once enlisted for three years as a private in the Chicago Board of Trade Battery, from which he was mustered out July 3, 1865. He, for three years, until 1868, enjoyed a position in the United States depository in Chicago, under Luther Haven, after which he took charge of the saw mills of Porter & Co., at Portage Lake, Mich., in which position he continued until 1871, when he returned to Chicago, and became a partner in the lumber business of A. T. King & Co., successors to A. T. King & Bro., Mr. F. W. King having died a short time previous.

In 1874, Mr. A. T. King having died, the firm became Adams & Lord, with a yard at 400 Lumber Street. In 1880, by the admission of George W. Hastings, the firm became known as Adams, Lord & Co., and in 1882 Adams, Hasting & Co., Mr. Lord (E. A.) having retired,

In 1887 the firm secured the entire cut of a large mill at Oconto, Wis., and, retaining an office in Chicago, opened a shipping yard at the mill, which developed a business of large proportions. In May, 1891, the partnership terminated, Mr. Hastings going to the Pacific coast for the benefit of his health, and the business was closed out. In May, 1892, however, Mr. Adams becoming impressed with the advantages of Green Bay as the terminal point of several railroads, as well as being open to all the advantages of navigation with Lakes Superior, Huron and Michigan, and the extensive lumber districts of Canada centering in Georgian Bay, together with the advantages afforded by the connection of the Toledo, Ann Arbor & Northern Michigan Railroad (by means of steamships carrying twenty-seven loaded cars) with the Green Bay & Kewaunee Railroad, opening up a still more extensive market with southern Michigan and the East, with Chicago rates of freight, established a distributing yard at that point, handling 20,000,000 feet during 1892 principally the cut of Lake Superior mills.

Mr. Adams is a bachelor, a member of several social clubs including Washington Park, Chicago and the Union. Few men are more deservedly popular in social and business circles.



CHAPTER VI.

SKETCHES OF RECENT LUMBERMEN.

From 1880 to 1890.

JR. Embree. The vast forests which have covered so large a part of America, were an apparent obstacle to settlement, in early days, were transformed into houses, barns, fences, implements, household furniture, vehicles and the million and one things that go to make up the tools of civilization. At first the operation was performed with a lavish hand and, indeed, the land was wanted so much more urgently than the forests, that what would now be fortunes were sent up in smoke in order to clear the way. In these later years, however, conditions have been almost reversed and the timber, if not wanted more than the land, has become very precious, and the men who handle the vast business are among the empire makers of these days, transforming woodland into smiling prairies and furnishing the materials for cities, towns and villages on the less favored plains of the West.

Of the leading forest handlers in Chicago is Mr. J. R. Embree, the well-known president of the South Side Lumber Company of Chicago. The Embrees are old-time Marylanders. Israel Embree was born in that State and spent his boyhood in Ohio, where he married a daughter of the Buckeye State, in the person of Miss Mary A. Vernon, a native of Belmont County. They were settled on their farm in Morgan County in that State in 1832. In 1855 their son, the subject of this sketch, was born on March 14, being the youngest of a large family. The father lived to the ripe age of sixty-two years, but Mrs. Mary A. Embree, the mother, has far surpassed the ordinary allotment of three-score and ten years, and now lives at Chesterhill of her native State at the unusual age of eighty-four years.

Their son, J. R. Embree, received his early education in the public schools of Morgan County and, desiring a business career he went to Meadville, Penn., where he graduated from the Bryant & Stratton Business College of that city in 1877, when but twenty-two years of age.

Mr. Embree became interested in Iowa at this time and removed to Grinnell, where he engaged in building and contracting for a time and taught school the following winter.

His active interest in lumber dealing began the following spring, that of the year of 1878, when he entered the employ of the Grinnell firm of Langley & Goss as book-

keeper in full charge of the yards. His fifteen months in this position was so successful that at once he became convinced of his peculiar fitness for a large career in its management, consequently he sought the larger opportunities of a metropolitan lumber center like Chicago, and became a bill and shipping clerk for the T. R. Lyon firm of lumber merchants at the Throop Street bridge.

By the early part of 1881 Mr. Embree determined to engage in operations in the lumber trade independently, and in February joined with a friend in forming the firm of C. B. Flinn & Co., as junior partner. This new firm opened yards at Griswold, Iowa, of which Mr. Embree had charge for a year, placing it on so good a foundation that a man was left in charge and Mr. Embree returned to Chicago, where other yards were opened at Thirty-ninth and Halsted Streets.

Another year passed and, after selling the Griswold property, the entire firm possessions passed into the hands of Mr. Embree alone. His progress now was still more rapid and as solid as rapid. A year later he took a partner in the person of Mr. M. F. Rittenhouse, and opened a new yard at Thirty-fifth and Ullman Streets. This was followed by still another yard at Sixty-third and Wallace Streets in the year 1886, and the Sixty-third and Wallace Streets business was incorporated under the title of the South Side Lumber Company, of which he is president, and whose main office is at Sixty-third Street, with yard and dock at South Chicago. He is also vice-president of the Rittenhouse & Embree Lumber Company, and is president of the First National Bank of Englewood, a position to which he was elected in 1890. The operations of the South Side Lumber Company, however, occupies his chief attention, for with the old yards and the new one at South Chicago this company handles a business of 15,000,000 to 20,000,000 feet of lumber annually. These successes of Mr. Embree have been due not alone to his insight into, and a wide familiarity with, the lumber business, but to his pronounced executive ability and his far-sighted powers for development. In finance he is keen and cautious, and has the full confidence and esteem of all who know him.

The year 1881 not only witnessed his business partnership, but his union to an accomplished Iowa lady, Miss Mary Clayton, of Atlantic, who graces their beautiful Englewood home at 6631 Harvard Street. Their three children are Clayton J., Mamie H., and Rachel.

Mr. Embree is a strong believer in the principles of the Republican party and has an influential voice in all public affairs in which he chooses to interest himself.

Franklin C. Jocelyn, for many years connected with the lumber trade of the West, was born at South Deerfield, Mass., September 30, 1844. His father's family was numbered among the colonists of the early part of the seventeenth century, while on the maternal side the tracing is back to the Orcutts, who formed a part of the brave company of the "Mayflower."

His father dying in 1854, the widow removed in 1857 with her young family to

Mount Pleasant, Iowa, and here Franklin obtained such education as could be gathered in the alternations of farm work, or any other employ in which he could assist his mother in the care of her family. At the age of fifteen he found employment as a messenger boy with the old B. & M. Railroad, and in 1866 entered the service of the American Express Company, continuing until 1870, in December of which year he entered the employ of Bradford & McCoy, lumber dealers at West Quincy, Ill., as an assistant in the care of their branch yards in Kansas, being located at Thayer, in that State. A yard being opened in June, 1871, at Cherryvale, Kan., he obtained an interest, and as the Leavenworth, Lawrence & Galveston Road was extended in 1872 to Independence, he opened a yard at that place, while still retaining his interest at Cherryvale. About the same time he acquired an interest in the company's yards at Chanute and Thayer, Kan.

In May, 1876, Bradford, McCoy & Co., disposing of their branch yards in Kansas to S. A. Brown & Co., Mr. Jocelyn retained and increased his interest in the yard at Independence, and in connection with the S. A. Brown Company, followed the extensions of the railroad through the southern tier of counties, establishing yards at all principal towns along the route. In 1880 the house established headquarters at Kansas City, and the following year opened a wholesale distributing yard at the corner of Seventeenth and Wyoming Streets for the supply of the forty-five yards which were tributary to the Kansas City office, and which were under the supervision and management of Mr. Jocelyn. The trade had at this time increased to the immense volume of \$2,700,000 per year. In 1873 Gilbert B. Shaw purchased the interest of the S. A. Brown Company, and Mr. Jocelyn became associated with him under the firm name of G. B. Shaw & Co., and the general office was established at Chicago. The immense business of the house was continued with uninterrupted success until 1886, when it was decided to close out all the branch yards, which by the following year was accomplished in a satisfactory manner.

In 1888 the Inter-State Lumber Company was formed, with Mr. Jocelyn as president, and Mr. Shaw as secretary and treasurer, with an extensive business throughout Kansas, which in the following year was disposed of to the Kansas City, Fort Scott & Gulf Railroad. In 1890, Mr. Shaw retiring from active connection with the business to engage in banking, while still retaining a large financial interest, Mr. Jocelyn, still in the management of the Inter-State Lumber Company, continued a general lumber business, and as well established a yard, holding a controlling interest in the West Pullman Lumber Company and also in the Meridian Lumber Company, of Meridian, Miss., where the company has extensive mills under the general management of M. R. Grant, president.

Mr. Jocelyn is a director and chairman of the executive committee of the West Pullman Land Association, one of the thriving suburbs south of the city, and president of the West Pullman Lumber Company at that place.

He was married at Independence, Kan., in May, 1872, to Miss Harriet M. Bean, of Ravenna, Ohio, and resides at West Pullman. Their children are Robert M., Bennie H., Frank, Jr., and Ruth.

Frederick William Norwood. As late as 1881 so little of what is known as "yellow pine," the product of Southern forests, was to be had in Chicago, that no person or yard was prepared to take an order of any extent for the lumber which came under that designation. There were, in fact, but few mills in the Southern States which could furnish an article which was acceptable for Northern use. Scientific manipulation of this excellent timber was an unknown science, and it was not until Frederick W. Norwood conceived the idea that the timber, if properly manufactured, could not fail to find acceptance with the builders of Chicago, and, acting on this theory, began in 1881 to introduce it here, that the manufacturers of the South opened their eyes to the importance of the business in which they were engaged, and of the necessity for improved methods of manufacture, and more careful manipulation of their product. To Mr. Norwood, therefore, belongs the credit of the inception of the already vast and rapidly increasing trade in Chicago and the Northwest in the forest products of the South. (In making this statement the historian speaks from personal knowledge, having discussed the question with Mr. Norwood before that gentleman decided upon the venture, being, as secretary of the Lumberman's Exchange, personally cognizant of existing conditions.)

That Mr. Norwood has proved a successful lumberman is not due to the fact of birth or education. He was born at Wilmington, Mass., in 1842, his father being the Rev. Francis Norwood, a clergyman of the Congregational denomination, whose father, Francis, a vessel owner, traced his ancestry to the American colonists at so early a date as 1653, and about this time it is said that a member of the family sat as one of the judges who condemned to death the hot-headed King, Charles the First. The cognomen of "Francis" seems to have been a favorite one in the family, and among the heirlooms still cherished is an old-fashioned clock, the superscription on which shows it to have been made in London in 1692 for "Francis" Norwood, while a century later "Maj. Francis" Norwood won distinction in the Revolutionary war.

Frederick William was educated at Williston Seminary, Mass., graduating at Amherst College, and soon after, in his twentieth year, he, in 1862, while on a visit to Minnesota, enlisted in the Sixth Minnesota Regiment, and going to the front, served faithfully for three years, retiring at the end of the war with the rank of major. He now entered the employ of Doggett, Bassett & Hills, wholesale boot and shoe manufacturers of Chicago, and was still in this business when he became imbued with the idea that the vast forests of the South could profitably be utilized in the Chicago market, and he began a close investigation of the subject, which resulted in the leasing of a yard at the foot of Illinois Street and the staking of his all on the venture; the sequel discloses the wisdom of his conclusions. At first his business was confined



Edward M. King

to purchases of stock from the Southern manufacturers, but finding that in order to render the material acceptable there must be a radical change in Southern methods of preparation, and that it was difficult to convince the manufacturers of the unfitness of their stock, he, with John S. Butterfield, who had joined him in 1884, in 1886 purchased the Boon & Sargent mill, with 3,000 acres of land, near Brookhaven, Miss., and, fitting the mill for manufacture according to Northern methods, increasing its capacity from 5,000 feet per day to 30,000 feet, continued operations until 1890, when the timber was virtually exhausted at that point.

Norwood & Butterfield now platted the town of Norfield, Miss., where they erected a double band mill (the first in the South), having capacity for manufacturing 100,000 feet per day, together with dry kilns having capacity equal to the daily cut of the mill, and planing mills containing thirteen machines for the manipulation of the product, and building thirteen miles of standard gauge railroad into the heart of the 50,000 acres of timber lands which they had purchased between the Illinois Central Railroad and Pearl River, found themselves thoroughly equipped for the prosecution of the now enormous trade which they had developed, aggregating 20,000,000 feet per year, in contrast to the 750,000 feet which summed up the first year of the early venture. As before remarked, in 1881, when Mr. Norwood decided to test the value of Southern pine in this market, it was difficult to obtain a car load of Southern flooring in this city, and the result of his experiment, undertaken in that year, is shown in the receipt and sale of 97,000,000 feet in the Chicago market in 1892, it having now become one of the most important branches of the Chicago lumber trade and constantly growing in extent. Truly, to have been the progenitor of so important an industry is an honor of which any man may well feel proud. With the increase of their business, demanding more room, Norwood & Butterfield in 1893 removed their yard to the Illinois Central Railroad pier, on the south side of the river, establishing a business office in the Chamber of Commerce building, corner of La Salle and Washington Streets.

Mr. Norwood was married in 1868 to Miss Lizzie, daughter of Col. K. Winne, of Chicago, by whom he has one daughter.

Edward Hines. The development of the lumber trade in Chicago has brought to the front many of the city's most active, prominent and reputable citizens. It is a common circumstance to meet here men who have grown up in the business and who are familiar with every phase of the trade from office boy to president and general manager, and these practical men take the greatest pleasure in recounting the trying experiences of their careers, particularly back during the time of the first remarkable advances in the local lumber trade. At first this trade was mainly local, then it began to assume larger scope and immense quantities were sent away on the first railroads, and the canal, until the wholesale trade was fully developed. Then again new life was imparted to the retail trade of the city as the population of Chicago began to double up. At first the trade handled only pine lumber, or at least so little

hardwood lumber that the amount was scarcely noticeable compared with the immense quantities of pine. Then the great planing mill became almost a thing of life, and as mechanical devices multiplied its efforts became stronger until nearly all the great yards not only operated one, but kept in stock enormous quantities of its kiln-dried products. So complicated have now become the operations of a great lumber firm that their yards and surroundings are a complete little world of industry and an excellent example of what the genius of one man can produce.

At the corner of Blue Island Avenue and Robey Street are the large yards, offices, sheds and mills of the Edward Hines Lumber Company, one of the most promising and prosperous of the newly organized concerns in this branch of industry of the city. The organization of this company is due solely to the energy and enterprise of Edward Hines, the youngest lumberman in Chicago to occupy so responsible a position. He was the organizer and is the present president and treasurer, and is, of course, the general manager, the power which sets all the remainder of the great concern in concerted and intelligent action. Notwithstanding the fact that he was born in 1863 and that it is but a short time ago that he was an office boy for the lumber firm of S. K. Martin & Co., he is now at the head of one of the largest and most enterprising and prosperous lumber companies of the city. However, when it is recollected that for fourteen years he was in the employ of S. K. Martin & Co., and that no branch of the business escaped his observation and study—that he penetrated all the details of the trade and explored every nook and corner of its vast affairs, it will then be clearer why Mr. Hines has been so successful. But, in addition to this he has shown a remarkable aptitude for his business, is keen and alert to take advantage of opportunities, and is broad and bright enough to handle a gigantic concern with branches all over this Western country. In fact, he is one of the ablest of the young lumbermen of this city and has a bright future before him.

But let us see how he became so proficient in the trade and study the causes which led to his excellent success both as a manager and as a financier. He was born at Buffalo, N. Y., July 31, 1863, and is the oldest of seven children and the only son of Peter and Rose (McGarry) Hines, both of whom were natives of the Emerald Isle. The parents came to this city in 1865, and here they still reside. Edward was reared and educated in this city, attending the public schools until the age of fourteen years, when he became "tally boy" for the lumber firm of Fish & Brother at a salary of \$4 per week. After a few months he left this company and accepted a position with S. K. Martin & Co., with whom he remained for fourteen years. At first he served in the capacity of office boy, and was steadily promoted through various grades of office work until he became book-keeper and general office man, and finally, for four years, traveling salesman, in all of which capacities he exhibited marked fitness for the business and grew steadily in the favor of his employer. He was industrious and saving, and at the end of the fourteen years had accumulated a fair sum of money. In 1884, when

the corporation of S. K. Martin Lumber Company was formed, so great was the confidence of Mr. Martin in him that he was made a partner in the business and was elected secretary and treasurer. Previous to this date he had worked on a salary, but had managed to save and invest the most of it. He officiated in the responsible double position of secretary and treasurer until April 15, 1892, when he retired from the company and at once organized the corporation of the Edward Hines Lumber Company, with himself as president and treasurer, L. L. Barth, vice-president, and C. F. Wiehe, secretary. This company at once began a prosperous career and is now actively engaged in building up a large trade and an excellent reputation. They ship large quantities of shingles, lath, pickets, etc., and make a specialty of the highest grades of lumber and shingles.

The life of Mr. Hines is an excellent example of what industry and honesty will accomplish. His long service with S. K. Martin, the high confidence reposed in him, his activity and intelligence in transacting the business affairs entrusted to him, and his perfect mastery of all the details of the lumber trade, make him now one of the foremost lumbermen of the city. He has received no outside help, but all he has is the result of his years of hard labor and his practice of the rules of self-denial, but at last his honest industry has brought its own reward, and he has now an established business, with handsome profits, a first-class reputation and a rapidly expanding trade.

Speaking of the marvelous success of the Edward Hines Lumber Company, the *Northwestern Lumberman* of January 6, 1894, states: "That the sales of the company during the year 1893 reached the enormous quantity of 102,525,629 feet of lumber, with a proportionate quantity of shingles and lath, the largest amount handled by any Chicago house during that year. This record is approached in the history of the trade by but one previous record—that of the T.W. Harvey Lumber Company, which in 1882 reported sales of 95,091,349 feet, with shingles, lath and posts (reduced to board measure), bringing the grand total to 105,181,814 feet." Considering the business depression which prevailed during 1893, involving all classes of commercial industry, and the fact that this was but the second year of the firm's existence, we may well endorse the statement of *The Timberman* of the same date when it says: "This is an impressive showing, and it is safe to say that no firm of equal age in this or any other country (they having been in business but two years) can show results of anything like a parallel nature." As a matter of fact, the Edward Hines Lumber Company has outrivaled nearly if not all of the oldest firms in the trade. The figures given above fully warrant these warm encomiums of a young but exceptionally enterprising house, of which the subject of this sketch is the capable manager.

Granger Farwell. It is no more easy to become successful in business than to become popular in social circles, or to become prominent in politics, or skillful and brilliant in the domain of art. Success comes only after repeated knockings at the door of opportunity. Fortune or fame has no welcome or smile for the idler or the

imbecile. But in this country, particularly at Chicago, honesty, industry and intelligence have often gone, and are yet going, hand in hand with prosperity and success.

To one reared in Chicago, amid the rapid interchange of thought and effort, the slow and deliberate movements in other Western cities are objects of the greatest surprise. Granger Farwell is strictly the product, and certainly a fit representative, of the marvelous expansive energy and buoyancy of the commercial development which has made this city the wonder of the world of trade. It would be manifestly unfair in examining the causes and effects of this development, to omit to exhibit the share borne by individuals in this great result. The character of individuals is shown in a very large degree in their performances, and this is notably true of young men who branch out in business, often with impatient strides and without thought or consideration. When a brave, cautious, brainy young man is found he becomes at once a study to the historic investigator or the analyst of the forces of civilization.

Whatever may be the unsound, though popular, cry against college graduates, it receives no respect from thoughtful or critical people, and the respect increases greatly when Yale or Harvard or Princeton is mentioned. Granger Farwell graduated at Yale in the class of 1878, but previously had received a thorough training in the public schools of this city. At first his inclinations were in the direction of a learned profession, whereupon he sought the law; but, although well fitted by natural gifts for that intellectual and gladiatorial pursuit, and although he read law diligently for a period of one year under the tutelage of Judge Sidney Smith, who was his father's old law partner, he changed his mind and concluded to adopt a business career.

But let us see something of his earlier life and parentage. He was born in this city on May 25, 1857, his parents being William W. and Mary E. (Granger) Farwell. His father first came to Chicago in 1846 and here remained until 1849. In the latter year he caught the prevalent California fever, and having suffered considerably from ill health previously, and believing the trip would do him good, he crossed the plains with an emigrant train, and in due time reached the "el Dorado" of the West. He was thus one of the famous "forty-niners" who opened the way to the "Golden Gate," who gave the wealth of the Pacific Slope to the world, and who, in many instances, left their bones to whiten in the gulches of the mountain mines. He remained a short time, and then returned by water to his old home in New York State, where he continued the practice of his profession of law. In 1856 he came to Chicago for permanent residence. Old practitioners will recollect well the firm of Goodrich, Farwell & Smith, of which he became a member soon after his arrival. The fame of this well-known firm soon gave them one of the most profitable practices in the city. In 1870 he was elected judge of the circuit court here, and served with distinction continuously until 1879. For several years past he has been one of the lecturers of the Union Law College, and has had charge of several large estates. His career has been one of distinction and honor.

In 1880 Granger Farwell became connected with the lumber firm of James H. Pearson as clerk and book-keeper, in which capacity he worked on a salary for two years. He then became a partner in the concern and assumed the important duties of general manager, continuing thus for a period of eight years. This was distinctly a formative period in his business career. He knew little or nothing of the business before this service, for he had lately come from college, and his mind was full of theory and his heart of enthusiasm. It required just such rigid experience—the actual contact with the plodding details—to equip him for his future successful business career. During the eight years the style of the firm was J. H. Pearson & Co. On the 1st of May, 1890, J. H. Pearson & Co. went out of business and was succeeded by the Pearson Lumber Company, of which Granger Farwell was elected president, and in this capacity he is yet officiating.

The yards of the company are located at Thirty-ninth and Laurel Streets; they also have branch yards at Hammond, Ind., at the World's Fair Grounds in Chicago, and at Evanston in this county. In 1880 J. H. Pearson & Co. handled about 10,000,000 feet of lumber; this annual output was steadily increased from that time forward until at the time the company was dissolved in 1890 they handled 50,000,000 feet per annum. The output of the present company is about 25,000,000 feet. These figures are bewildering to any one not familiar with the gigantic business of this city. And yet this is only one of several such houses in Chicago. But the business of this company was not obtained amid shrewd competitors, without thoughtful and able management. And here it was that the excellent business qualities of Mr. Farwell were more fully developed and called into action.

On May 1, 1890, Mr. Farwell associated himself with E. L. Lobdell in the incorporated concern of Lobdell, Farwell & Co., an organization designed as an agency for the handling of stocks, bonds and commercial paper of all kinds for country and city banks. During the first year, this company disposed of \$12,500,000 worth of securities. It is one of the soundest houses of the kind in the United States. Among the stockholders are Charles H. Deere of Moline, Ill.; Elbridge Keith of Chicago, president of the Metropolitan National Bank; Gilbert B. Shaw, president of the American Trust and Savings Bank, Chicago; and William D. Preston, cashier of the Metropolitan National Bank, Chicago. These names, with those of Messrs. Farwell and Lobdell, are absolute guarantees of the strength and integrity of the company.

On December 23, 1880, Mr. Farwell was united in marriage with Miss Sarah Child Goodrich, a native of St. Louis, although reared in Chicago. She is the daughter of James G. Goodrich, for many years a prominent citizen and successful wholesale grocery merchant of this city. They have four children, Leslie, Ruth G., Olive and Sarah G. Mr. Farwell has found time amid his business to be sociable, and accordingly is a member of the Chicago, Calumet and Washington Park Clubs. He is a Republican, and an attendant of the Second Presbyterian Church. He is one of the ablest and most promising young capitalists of Chicago.

John Spencer Butterfield. In the "yellow pine" trade of Chicago and the South the firm of Norwood & Butterfield stands at the head, not only as the pioneers of the business at this point, but as the most extensive, in fact almost the only exclusive yard dealers in that product.

John S. Butterfield, the senior member of the firm, was born at Smith's Basin, Washington County, N. Y., in 1833. His father was an old settler of the county, a farmer by occupation, who, about 1825, combined with that industry the making and shipping of dock timber from the adjoining forests near Fort Edward (Upper Hudson) for the construction of wharves and docks at New York, for the building of which he was also an extensive contractor, on both the North and East River sides of the city. He was also a large contractor in the building of the Champlain Canal connecting the Hudson River with Lake Champlain.

The family removed to Milwaukee, Wis., in 1849, and John supplemented the advantages gained in the common schools of Fort Edward by those of the common schools and academy at Beloit.

Leaving college in 1852, he engaged in the occupation of traveling salesman in various departments of business, including twenty years with the leading wholesale clothing houses of Barrett, King & Co., King, Kellogg & Co. and Clement, Bain & Co., until in 1884 he became associated with F. W. Norwood in the yellow pine lumber business, manufacturing at their own mills at Brookhaven, Miss. Here the firm built up the largest business in Southern lumber which has ever been reached in the Northwest, and, having at the outset adapted their manufacture in all respects to the wants of the market in which their product was to seek sale, stand first in the ranks of dealers in Southern lumber throughout the sections where Southern pine is consumed. They continued to operate at Brookhaven until in 1890, when finding their timber supply exhausted, the firm purchased 50,000 acres of excellent long leaf pine and established the village of Norfield on the Illinois Central Railroad, with timber lands extending from three to thirty miles to the Pearl River. At Norfield they erected a two-band saw mill (the first in the South), with capacity for cutting 100,000 feet per day, combining with it dry kilns of capacity to care for the entire cut of the mill, together with a planing mill containing thirteen machines, and with thirteen miles of standard gauge railroad extending into their timber, they are now enabled on a more extensive scale than before, to manufacture and sell the excellent product of the Southern forests. The remarkable history of the development of the Southern pine interests in the Chicago market is spoken of more fully in the sketch which we present elsewhere of F. W. Norwood, but it is due to Mr. Butterfield that a large proportion of the credit should be given that gentleman for the active personal effort which has resulted so largely in causing yellow pine to become a favorite in the building circles of Chicago and the Northwest, and as well in awakening Southern manufacturers to the fact that in order to introduce and maintain their products in this market they must con-

form to Northern methods of manufacture and manipulation. The receipt and sale of nearly 100,000,000 feet in 1892 is proof positive that the Southern timber is hereafter to become a power in the lumber trade of this city. The Norwood & Butterfield Company was incorporated under the laws of Illinois in 1887.

Mr. Butterfield was married in 1863 to Miss Mary E. Westgate, of Madison, Ind. (who died in 1870), by whom he has two sons and one daughter (one of each being happily married), the eldest son, Charles S., being treasurer of the Norwood & Butterfield Company and in charge of the Southern business interests, while another son, William W., is connected as salesman with the Chicago operations of the firm. In 1876 Mr. Butterfield married Miss Emma Westgate, a sister of his first wife, by whom he has two children, Ralph and Edith.

Edwin Ewing Hooper. Much has been said in this history of the Lumberman's Exchange, as one of the most potent forces in the development of the lumber trade of the city.

Edwin E. Hooper, the present secretary of the Lumbermen's Association, as the organization is now known, was born at Nashville, Tenn., September 2, 1851, and received his education at the high school of that city, where the system of education was broad and valuable. At the age of 14 he became a messenger boy in the office of the Nashville, Chattanooga & St. Louis Railroad, and but a few months later was advanced to the position of bill-clerk, in which he was continued for three years, when he was advanced to the chief clerkship of the freight department, in which he continued for the succeeding two years. In 1871 he was appointed general agent of the "Green Line," and after five years' service entered the employ of the St. Louis & Southeastern Railroad as general agent, with headquarters at Evansville, Ind. In 1878 he was appointed general traveling agent of the Evansville & Terra Haute Railroad, in charge of the extensive cotton and tobacco traffic of that road. In 1881 he came to Chicago in the employ of the Chicago & Eastern Illinois Railroad as general traveling agent, which position he held until in 1889, when, the lumber dealers of Chicago desiring a secretary who was familiar with railroad matters and could assist them in securing their just dues from those corporations, Mr. Hooper became secretary of the "Chicago Lumber Yard Dealers' Association," and on the consolidation of the lumber organizations he was continued in the secretaryship, which he still holds. Upon the organization of the Lumberman's Mutual Insurance Company in 1889 he was elected its secretary, and in January, 1894, was elected secretary of the Lumberman's Building & Loan Association, these latter, while distinct from the Lumbermen's Association, being allied to it in their interests. While not a lumberman in fact, the intimate knowledge possessed by Mr. Hooper in one of the most important connections with the interests of the trade, embraced in its relations with the railroads, combined with a fund of good sense and a knowledge of business methods, has sufficed to make Mr. Hooper a most valuable assistant in his secretaryship of their organization.

CHAPTER VII.

INDIVIDUAL MEMOIRS OF LUMBERMEN.

Hardwood Dealers.

William Scott Keith. William Scott Keith, one of the pioneers of the hardwood branch of the lumber business of Chicago, was born at Greenfield, Franklin County, Mass., in January, 1844. He received his earlier education in the Deerfield Academy, of historic fame, completing it in the Military Academy of "Highland Cadets," at Worcester, Mass. His first business experience was obtained in the Franklin County National Bank, of Greenfield, as teller, his father being president of the same. After a service of several years he, in 1866, came West, and accepted the position of teller in the Second National Bank of Chicago, which he resigned, in 1869, to take up the hardwood lumber business, having, in connection with Reuben Hatch and Joseph Holbrook, purchased the yard of J. E. Stevens & Co., at the corner of Erie and Kingsbury Streets. The firm of Hatch, Holbrook & Co., then constituted, continued in business until its dissolution, in 1884. The hardwood lumber business of that early period was but a mere bagatelle to the enormous business which has since developed, the entire business of the city requiring but about 30,000,000 feet for its supply, of which Hatch, Holbrook & Co. furnished fully twenty-five per cent, a large proportion of which was taken by the Pacific railroads, then in course of construction.

For many years previous to the dissolution, the firm maintained three different yards, one at Milwaukee, Wis., one on the corner of Erie and Kingsbury Streets (the original location), and one on Twelfth Street, east of Canal. Mr. Holbrook died in 1888, and succeeding the Hatch, Holbrook & Co. was the firm of Hatch & Keith until 1890, when Mr. Hatch retired, and the Keith Lumber Company was formed with a capital of \$200,000, the subject of this sketch being elected president and treasurer, with Mr. F. E. Barteleme, vice-president, J. M. Riel, secretary, with the main yard on the corner of Twenty-first and Brown Streets and a branch yard at the corner of Chicago Avenue and Sangamon Street. These yards were consolidated in 1894 at Fourteenth and Wood Streets. The company now handles from 16,000,000 to 20,000,000 feet of the various kinds of hardwood and Southern pine lumber per year. Mr. Keith is the recognized head of the hardwood lumber trade of Chicago, and in the organization of the Hardwood Dealers' Association, in connection with the Lumberman's Exchange, was elected its first president, and as well, the first director to



W. Keith

represent the interests of this important branch upon the directorate of the Exchange. To him belongs the honor, in connection with the secretary of the Exchange, of formulating the first written rules for the inspection and grading of hardwood of the various kinds used by the manufacturers of the country; rules which, with local adaptations to suit particular localities, are the basis of all written directions for the inspection of hardwood lumber throughout the land. Mr. Keith is a bachelor, a member of the Chicago Club, and for many years one of its leading officials. Among his fellow merchants no man stands higher than W. Scott Keith. In all controversies calling for the selection of arbitrators, both sides invariably select Mr. Keith, neither side doubting that its interests will be safe in his hands. Only a man of recognized probity and the highest sense of honor could hope for so high a distinction in the estimation of his fellows, and the reputation has been won by Mr. Keith through many years of industrious activity, under the motto of "Justice and Fair Dealing." About 1873 Mr. Ferdinand E. Bartelme, and about 1879 Mr. John M. Real, became employes of Hatch, Holbrook & Co., and after a long and valuable service were, on the organization of the Keith Lumber Company in 1890, permitted to obtain an interest in the business, and were elected to official positions as before stated. This is but another instance of the custom which has been prevalent in the lumber trade, in which efficient employes have become a component part of the firm or company. The present yards of the Keith Lumber Company are models worthy of a brief description. They are located on two city blocks bounded by Fourteenth, Fifteenth, Lincoln and Wood Streets, being 600x600 feet in area, or eight and one-half acres. A neat brick office, of five rooms, elegantly finished in red gum, occupies the center of the Wood Street frontage. In the rear are model stables for the accommodation of fifty horses, with abundant provisions for warmth, and the most perfect ventilation and light, and including hospital accommodations for the isolation and treatment of the sick or disabled. Extensive sheds, 50x500 feet in length and 20 feet in height, give storage to the finer grades of lumber, of which the stock is always abundant. Four main roads bisect the yards, and these again are connected by sixteen and twenty-foot alleys at intervals of fifty feet, giving to each pile of lumber an alley frontage, while between each row of piles, box drains leading to a main and thence to the city sewer, provide ample drainage to all portions of the premises. A commodious, well-lighted and well-heated brick building, of 20x30 feet, provides for the comfort of the yard men and teamsters during hours of relaxation from work. Did space permit, it would be a pleasure to give a minute description of this model lumber yard, which is a credit to the enterprise and business spirit of the Keith Lumber Company, and no less their humanity, in providing for the comfort of their employes, and of the animals which form an essential element of the lumber business.

Eusebius J. Dodge. When the Revolutionary War closed, and the American Colonies were at last free and independent States, they laid claim to vast tracts of

Western territory under the old English charters, which had previously granted them an extension of their western boundaries across the continent to the Pacific Ocean. A little later, when they had in a large measure surrendered their sovereignty "in order to form a more perfect union," they realized the wisdom of transferring their western lands to the general Government, which they accordingly did, though several of the new States held certain reserves for the purpose of repaying their soldiers who had fought so valiantly and lost so heavily in securing independence. Connecticut reserved a large tract in northern Ohio, bordering on Lake Erie, which became known, and is designated to-day as the Western Reserve. Here, therefore, at the close of the last century, and the commencement of the present one, came the holders of Connecticut land warrants, many of which holders had been soldiers in the continental army, though not all, for the warrants were transferable, and often passed by purchase through a dozen hands before the land called for was settled upon.

During the war for independence, and during the trying experience succeeding the announcement of peace, the Dodge family of New England bore an honorable and conspicuous part. One branch, at the old and historic village of Lyme, in New London County, Conn., rendered distinguished services at the close of the last century in mitigating the severity of the hard times resulting from the impoverishment of the colonies, and the extraordinary depreciation of colonial paper money. Of this branch, Eusebius Dodge, a native of the "Old Bay State," was a member. Subsequently, and about 1812, accompanied by seven families from Lyme, Conn., Grandfather Eusebius Dodge came West with his wife, and all his worldly effects, in an ox-wagon, to Ashtabula County, Ohio, in the Western Reserve, where they settled and passed the remainder of their lives. His son, Eusebius M. Dodge, was born at Lyme, Conn., in 1806, and was between five and six years of age when his parents removed to New Lyme, Ohio. Exhibiting from early youth strong moral and intellectual tendencies he was educated for the ministry, and on reaching manhood, after marrying a beautiful girl, Miss Hannah Hall, he was licensed to preach for the Free-Will Baptist persuasion. He did not confine himself to the ministry, but engaged in farming as well. After a useful and reverential life, he passed away at Dodgeville, Ashtabula County, at the early age of forty-five years, his widow surviving him many years. She was a native of Genesee County, N. Y., whither her father, Elisha Hall, a native of Connecticut, had removed at an early period in the history of the Empire State. He lived to the great age of eighty-nine years.

There were five children born to Rev. Eusebius M. and Hannah Dodge: Matthew M., now residing in Paulding County, Ohio; Lydia, deceased; Philo G., a sketch of whose life and business career appears in this work; Newton H., deceased, and Eusebius J. The latter, born in New Lyme, Ashtabula County, Ohio, October 6, 1835, was given the family name of Eusebius which had been borne honorably by his father, grandfather and doubtless other ancestors before him. He was the third child of the

family and was given a fair education at the common schools. Beginning at the age of sixteen years, he served two years as clerk in a grocery store at Rock Creek, Ohio, but succeeding this, for two years was engaged in learning the carpenter's trade with his brother, Matthew M., at the end of which time they built a steam saw mill at Cherry Valley, Ohio (1854), and after operating it successfully for five years sold it. The product of their mill was hauled to Ashtabula harbor and thence shipped on the lake to Buffalo. After selling this mill they removed to Noble County, Ind., in 1859, and built a steam saw mill, placing therein a circular saw, the first one ever operated in that county. This mill was on the "air line" of the Lake Shore Railway. Large quantities of black walnut, white ash and poplar lumber were manufactured and shipped East to Boston and elsewhere via rail to Toledo thence by vessel to the Eastern market. The brothers continued successfully together in business until 1865, when Eusebius bought Matthew's interest and operated the mill there until 1869 and then removed it to Montcalm County, Mich. At this place he erected a shingle mill and conducted it in connection with his saw mill, manufacturing as high as 40,000 shingles per day. He bought 620 acres of excellent timber land and continued operating his mills with great success until 1876, when he sold his mill in Michigan, went to Ligonier, Ind., and started a portable saw mill and a planing mill and furniture factory. He did a large business, manufacturing bedsteads, tables, etc., from walnut, ash and cherry, the most of which was shipped to Chicago, where it found a ready and profitable market. All these various industries had been skillfully conducted and had grown under the experienced eye of Mr. Dodge. By this time he was thoroughly familiar with every branch of the business. He operated the planing mill and furniture factory until 1883 and the saw mill until 1890. His interests had become large and valuable; so large that in 1867 he saw the advantage of establishing a lumber yard in this city, which was accordingly done at Twelfth and Canal Streets, the firm being E. J. Dodge & Bro., comprising himself and his brother, Philo G. Dodge, now deceased. This firm continued successfully from 1867 until 1875, when Eusebius J. retired from the same, leaving Philo G. sole proprietor. October 1, 1887, Eusebius J. became the purchasing agent for the firm of P. G. Dodge & Co., and is yet serving in that capacity, though in February, 1892, at the death of P. G. Dodge, he became business manager of the firm. E. F. Dodge, son of P. G., is now conducting the business under the old name. They have a very large and profitable trade and are among the most active and able of all the lumber dealers of the city. The great value of conducting outside mills as feeders of large yards here is well illustrated in the gratifying prosperity of this firm.

Eusebius J. Dodge practically has spent his adult life in the lumber interests, and has exhibited marked ability in a general management of the business, and in forecasting markets and conditions, favorable and unfavorable, to the prosperity of the trade. His life has been busy and useful, and all his transactions have been honorable and based upon the rules of good citizenship.

He was united in marriage December 11, 1855, to Miss Marietta Randolph, a native of New Jersey, and daughter of Abraham Randolph, who has presented him with one child, Viola. He is a member of the Odd Fellow and Masonic fraternities, and of the Methodist Episcopal Church.

Philo G. Dodge. The parents of Philo G. Dodge, Eusbeius M. and Hannah (Hall) Dodge, were quite young when they came to Ohio with their parents, who were pioneer settlers of Ashtabula County, Ohio, where they came with other families in ox-wagons and made a home in the heavy woods of the famous Western Reserve. The father was a minister of the Free-Will Baptist denomination, and a man of more than ordinary intelligence and force of character. He followed farming more or less during his ministry and previous to his death at the age of forty-five years, his birth having occurred in Lyme, Conn., in 1806. His wife, formerly Hannah Hall, daughter of Elisha Hall, a native of Connecticut, was born in Genesee County, N. Y., and was a woman of fine accomplishments who reared her children to right ideas of life.

Philo G. Dodge was the fourth of a family of five children, and was born at New Lyme, Ohio, November 18, 1840. He received a good practical education in youth and finished at Hillsdale College, Hillsdale, Mich. He was at an early age thrown largely upon his own responsibility, and was obliged to largely assume the duties of the farm as his older brothers had started out to battle with life for themselves. He struggled bravely onward working the farm in summers and attending or teaching school in winters, for several years. He finally gave up teaching and devoted all his time to the farm, and while thus engaged saw much hard work.

In November, 1864, he was united in marriage with Miss Louisa L. Jones, a native of Cherry Valley, Ohio, daughter of Silas and Lettie (Lafferty) Jones, and began housekeeping at his mother's home, where they all lived happily together, and where he continued to manage the farm. In 1867 he came to Chicago, where the hardwood lumber firm of E. J. Dodge & Bro. was established, with yards at Twelfth and Canal Streets, continuing until 1875 when E. J. Dodge retiring from the firm, and D. W. Holmes joining, the firm became P. G. Dodge & Co., and was actively engaged with a constantly expanding trade and credit until 1878, when they removed their yards to Fifth Avenue and Polk Street, remaining there until 1883, when they came to their present place of business, at 400 Lumber Street. Thus they continued until 1882, when W. S. Smith was admitted to the partnership, the firm name remaining the same. On the first of April, 1888, both Holmes and Smith retired, leaving P. G. Dodge sole owner and proprietor, doing business, however, under the old name of P. G. Dodge & Co. On the 1st of April, 1891, Edmond F. Dodge, son of Philo G., was admitted to the partnership, the firm name remaining the same.

On the 11th of February, 1892, Philo G. Dodge, though still a young man, unfortunately died, and Edmond F., his only child, succeeded to the estate and the large business interests of his father, and is thus engaged in conducting affairs at the

present time. The father was a man of great energy, possessing keen intelligence and sufficient breadth of mind to manage successfully large industrial interests. His life, though short, was highly successful and full of reputable deeds. He amassed a comfortable fortune and at the time of his death was a director of the Industrial Bank of Chicago. He was an elder in the Fifth Presbyterian Church, of which he had previously served as trustee and treasurer. He was greatly interested in the advancement of church and Sunday-school work. His life was pure, upright and full of charitable thoughts and deeds—a character of rare Christian worth and usefulness. He was a member of Apollo Commandery of this city. In 1888 he served as one of the county commissioners, and about the same time was president of the local Hardwood Dealers' Association before that organization was united with the Lumber Dealers' Association. He was a prominent member of the Hamilton and Union League Clubs, where his fine social qualities were fully enjoyed. Upon his death the Lumbermen's Association adopted the following resolutions of condolence and respect:

WHEREAS, We have learned with sincere regret of the death of Philo G. Dodge, a highly respected citizen of this city and a time-honored member of this association, who has held positions of public trust, with honor to himself and credit to the community, and who as a member of the fraternity of lumbermen, was held in the highest esteem by his fellow-members. Therefore, be it

Resolved, That the members of the Lumbermen's Association, in sorrow, tender to his bereaved family, their condolence and warmest sympathy in this hour of their great affliction.

Resolved, That these resolutions be spread upon the minutes of the Lumbermen's Association, and a copy sent to the family of our deceased brother, and to the press of this city.

Edmond F. Dodge was born in the old family house at New Lyme, Ohio, November 30, 1866, and in youth was provided with a superior education, attending the Chicago University for two years. He took the preparatory and musical courses at Oberlin College, Oberlin, Ohio, and was graduated at Lake Forest University, June, 1891. By this time he was a ripe scholar, with the foundation well laid for an interesting and happy life. He began an attendance at the Evanston Law School, intending to take a full course, and afterward follow that learned profession, but the enormous increase in the lumber business of his father rendered his presence and assistance imperative, and accordingly he took his place at the yards and in the office, and has since devoted his entire time to this business. He lives with his mother at their residence at 3117 Forest Avenue.

Samuel Franklin White. Samuel Franklin White was born at Milbury, Mass., May 28, 1829, his father being a gun manufacturer in combination with farming. Samuel enjoyed the advantages of the common and high schools of his native town until the age of sixteen, when he was apprenticed to learn the stove and tin business with

Richardson, Loring & Co., of Worcester. Here he received \$40 and board for the first three years, increased to \$160 for the fourth year, with which, and such compensation as he could get for overtime work, he clothed himself and secured such little luxuries as he needed. Six months before the expiration of his apprenticeship he bought his time for the sum of \$50, and going to North Brookfield, Mass., opened a shop for himself in the tin, sheet-iron and coppersmith business, which he continued for three years. In 1851 he went to Boston and carried on his business until 1853, when he entered the employ of C. J. Boynton & Co., in New York City, in the stove and range business, remaining until December, 1857, when he came to Chicago and engaged in the purchase and sale of live stock, and in 1861 was connected with the packing house of Reed & Sherwin. With the breaking out of the war he received the appointment of aide-de-camp on the staff of Gen. Knipe, of Harrisburg, Penn., in the Seventh Division Cavalry Corps, with the rank of captain. Serving thus in the army for two years, he returned to Chicago, and again engaged in the stock business, until 1868, when he became connected with his brother Cyrus M., who was engaged in the hardwood lumber business, with yard on the corner of Morgan and Kinzie Streets. Cyrus had for some years been transfer agent for the Pittsburg & Fort Wayne Railroad, and the firm also engaged in the hardwood commission business, which, on the sale of the yard to Wallace & McFarland, was still continued from an office, corner of Franklin and South Water Streets. Since 1880 Samuel F. has carried on the same business, in the same office at 242 South Water Street. He is considered an excellent judge of the different kinds and grades of hardwood, and is respected as one of the most reliable men in that branch of Chicago's vast hardwood industry.

Cameron Lyon Willey. In our reminiscences of the early trade of Chicago we note the arrival in 1845 of 500 feet of black walnut, which, not finding a market, was shipped to the East. In the year 1894 one black walnut tree cut into veneers sold in Chicago for \$1,960. In following the history of the trade it has been seen that this early inception of the hardwood branch, has now developed to such an extent as to make the Chicago market the most extensive and important hardwood center of the nation.

It is but twenty years, however, since the finer varieties of foreign ornamental woods were in so slight demand as to lead the Chicago dealers almost wholly to ignore them, the hardwood trade being almost wholly confined to native timber, of which black walnut, cherry and oak predominated. The cultivation of a more æsthetic taste in building and furnishing has, however, at this time led to the establishment of yards making a specialty of the finer ornamental woods of foreign growth. As an evidence of the increased favor to which the finer class of ornamental woods has attained, we may mention a recent sale of 225,000 feet of Tabasco mahogany for the completion of the "Marquette" building.

The leading operator at this time in foreign growths, including cabinet woods of



C. L. Willey

every variety, is C. L. Willey, whose extensive yards comprising four acres of ground on the banks of the south branch of the river at Thirty-fifth Street, are well covered with sheds for the storage of veneers and lumber, including mahogany, prima vera, Spanish cedar, satin wood, amaranth, ebony, coca bola, lignum vitæ, and other choice varieties, embracing a stock of 2,000,000 feet of veneers and 1,000,000 feet of foreign grown lumber (besides a large stock of native hardwoods), making a specialty of mahogany.

Mr. Willey was born at Danville, N. Y. (a town which has become renowned for the medicinal qualities of its excellent mineral springs), in 1855. His father, Charles B. Willey, was recognized throughout the lumber regions of New York and Pennsylvania, as the leading millwright of the surrounding country, having in the course of half a century, superintended the erection and operation of no less than thirty-two saw mills in the States named. He was of English and Scotch descent, his grandfather having come to this country long prior to the Revolutionary War, and in those early days venturing to settle upon a large tract of land in Steuben County, near Arkport (now Hornellsville), N. Y., giving to his settlement the cognomen of "Penn Hill." About 1821 Mr. Willey's grandfather removed to Danville, N. Y., where he located upon the principal thoroughfare for travel between the East and the now developing West, and kept an inn for the accommodation of travelers, and of those who were engaged in the construction of the Erie Canal, then being built. With a strange foresight of what should be a common designation in later years, but was then scarcely known to the best informed, his inn was named the "California" tavern, and while but a one-story log structure, was the leading hotel between Albany and Buffalo. Upon his mother's side Mr. Willey is of Scotch extraction, his mother being a McMichael, whose ancestors also reached this country prior to the Revolution.

The subject of this sketch received a good common-school education, supplemented by a graduating course at the Russell Institute, at Le Roy, N. Y., and from 1871 spent seven years in the employ of his father in the practical work of the saw and shingle mill, at Warren, Penn., in logging, grading and measuring, and in the spring freshets in rafting the mill product down the Allegheny and Ohio Rivers to Pittsburgh, Louisville, Ky., and Cincinnati, Ohio, and here was gained that practical knowledge of the business which fitted him, in 1877, to open a lumber yard at Allegheny City, for dealing in pine and hardwood lumber, making a specialty of the latter, especially after 1880, when, for the next ten years, he had a particular preference for the trade in cherry and black walnut, for the former of which, he, in 1882, had one contract to supply 8,000,000 feet. Prospering in business, he, in 1890, sought wider fields and removed to Chicago, where, as before remarked, he settled at Thirty-fifth Street and the south branch of the river, with the largest variety which the city has ever known of veneers and foreign stock, combining with these an extensive stock of native hardwoods in large abundance. With a yard 370x370 feet, on Thirty-fifth

Street and the river, his west line is bounded by a railroad track, and his veneer sheds extend the length of the street frontage, with a depth of eighty-five feet, giving ample storage for his large and valuable stock. Although among the more recent additions to the Chicago trade, Mr. Willey has been accepted as one of the most enterprising and reliable members of the lumber fraternity of the city.

Mr. Willey is a thorough business man, possessing an expert knowledge of the different varieties of hardwood, and in his foresight of recognition of the fact that foreign woods would be in demand if obtainable, his venture has proved him a valuable acquisition to the lumber trade of this city, while ministering to that æsthetic taste for which Chicago is becoming world renowned, both in her building and manufacturing interests. He is a member of the Calumet and Washington Park Clubs of this city.

Winfield Scott Smith, of the hardwood house of Holmes & Smith, was born at Providence, R. I., September 25, 1852, and was educated in the common schools of Providence and Chicago, to which latter city his parents removed in 1862. Leaving school in 1868, he entered the lumber office of F. B. Gardner & Co., on Beach Street, near Twelfth, as general shipping clerk and assistant, remaining with this firm until 1872. For the next two years he assisted his father in the purchase and shipment of live stock, spending most of his time in Colorado and Texas. Returning to Chicago in the winter of 1874, he, in March, 1875, entered the employ of P. G. Dodge & Co., as foreman in their hardwood yard at Forquar and Twelfth Street. In 1879 he was taken into partnership, the firm name remaining unchanged, until 1882, when it became known as Dodge, Holmes & Smith, and so remained until its dissolution in 1877, when, in connection with D. W. Holmes, the firm of Holmes & Smith was established, with yards on Lumber and Union Streets, where it remained until 1893, when the yard was removed to Ashland Avenue, south of Twenty-second Street. This location, however, is maintained more as a receiving depot than for sale purposes, the firm at this time becoming largely interested in the manufacture and wholesaling of hardwood lumber at Wittenberg and Phlox, Wis.

Mr. Smith has for many years been recognized as an expert judge of the various varieties of hardwood lumber, and to his knowledge and judgment is in no small degree due the successful compilation and subsequent revision of the hardwood rules of inspection inaugurated by the Chicago Lumberman's Exchange, and which have been taken as the standard for the compilation of hardwood inspection rules throughout the land.

He was married in January, 1875, to Anna C. Tiffany, of Ohio, and has been the happy father of six children, of whom four are living. He is a member of Englewood Lodge, No. 690, F. & A. M., and is universally respected in social and business circles.

George Ellon White. Among those prominent in the hardwood branch of the lumber trade of Chicago, none have occupied a more conspicuous place as merchant, soldier or politician than has George E. White.

Mr. White was born at Milbury, Mass., March 7, 1848, and was educated at the public school and academy of his native town, completing his education at Wilbraham, noted for its superior institution of learning. It was while at this latter institution, that he in 1864, although but sixteen years of age, became imbued with the patriotic sentiment and military fervor of the day, and enlisted in the Fifty-seventh Regiment Massachusetts Infantry (a veteran regiment) and with it soon after participated in the battles of the Wilderness, Spottsylvania, Culpepper, Cold Harbor, Fredericksburg, Weldon Railroad and Appomattox. Returning from the army he took a thorough course at a commercial college at Worcester, Mass., and then turned his face westward, arriving in Chicago in April, 1867. Here he accepted employment as a common laborer in a hardwood lumber yard, at a compensation of \$50 per month, until in August of that year, when he formed a partnership with Nelson Burchard, a Michigan manufacturer, and the firm of Burchard, White & Co. was established, the "Co." being William H. Hafner. In 1871, by the withdrawal of Mr. Burchard, the firm became White & Hafner, so continuing until in August of 1872, when, purchasing Mr. Hafner's interest, the firm name became George E. White & Co., the "Co." being only nominal, until in 1885, when James D. Kline (a brother-in-law) was given an interest in the profits of the business, which is still continued at the corner of Lake and Elizabeth Streets. This record gives Mr. White the longest continued firm name, with personal representation, of any of the living hardwood lumber dealers of this city.

From the outset Mr. White has met with the success which is sure to attend a strict and careful attention to his business. With wise forethought he has anticipated the demands of advancing æsthetic taste, by the introduction of new varieties of timber, as his appreciative mind discerned their adaptability to the wants of the trade. His first yard was located at No. 100 North Sangamon Street, but the increase of business consequent upon the great fire of 1871 demanding increased accommodations, he soon after occupied the entire block bounded by Sangamon, Morgan, Carroll and Kinzie Streets, and when in 1879 this property was needed by the Milwaukee & St. Paul Railroad, he purchased and removed to the corner of Lake and Elizabeth Streets, his yard extending south 633 feet to Randolph Street, where he still remains, extending his business from its present volume of 10,000,000 to 12,000,000 feet per year, in addition to perhaps an equal quantity which he markets directly from points of production.

Mr. White was for some years a member of the Lumberman's Exchange, and took an active and effective part in the first and subsequent revisions of the official rules for the classification and inspection of hardwood lumber. He was vice-president of the Lumbermen's Association in 1892, and was one of the organizers and an officer in the Lumberman's Mutual Fire Insurance Company. He is a director in several of the leading banking institutions of the country.

As a politician Mr. White has achieved an enviable position. A staunch Republican, he was in 1873 elected alderman of the Eleventh Ward, to which position he was re-elected from year to year until 1878, when he was elected to the State Senate from the First Senatorial District, a position to which he was again elected in 1882, and while again serving an aldermanic term, having in the spring of that year been elected by a majority of 4,000, notwithstanding the ward had now become a nominally Democratic ward. In his senatorial career he was accorded the chairmanship of several important committees, and was chosen as the Republican leader in the renowned senatorial fight which culminated in 1885 in the re-election of Gen. John A. Logan to the United States Senate. He was tendered a congressional nomination in 1884, which he declined, but in 1894 accepted the nomination in the campaign now impending.

Mr. White is a thorough believer in Chicago and its manifest destiny to become the largest city in the country, if not in the world, and is noted for his earnest efforts to advance its interests. He is a member of various social organizations, including the Ashland, La Salle, Sunset and Chicago Whist Clubs, of the Chicago Athletic Association, and of Chicago Commandery, K. T. He was married December 22, 1869, to Miss Minnie A., daughter of A. P. Kline, formerly of Fultonville, N. Y.

Allen Russell Vinnedge. Although not to be numbered among the older houses engaged in the lumber business of Chicago, the firm of Vinnedge Bros. has occupied a prominent and enviable position in the hardwood fraternity of the city during the past ten years, with extensive yards on Goose Island (so called) and Division Street.

Allen R. Vinnedge, the subject of this sketch, was born in Miami County, Ind., March 17, 1859. His father, for many years a farmer in Ohio, removed to Indiana about the year 1835, where he continued the business of farming until about the year 1868, when he engaged in the manufacture of lumber from the native timber, principally black walnut, oak and poplar, which were at that time plentiful in the neighborhood, his mill being located near the Amboy station of the Pan Handle Railroad. In 1871 he removed to Kokomo, Ind., and, until his death, in 1874, engaged in the purchase of lumber as the western agent of Gallup & Co., of New Haven, Conn.

It was in assisting his father that Allen R., as well as his elder brothers, Samuel and Mahlon, acquired an early insight into, and knowledge of, the hardwood lumber trade. He had enjoyed the privileges of the common and high schools of Kokomo, and as well of Lafayette, Ind., and had reached the senior class after a course at Perdue University, when, in 1881, the alternative was presented of finishing his course to graduation and missing an excellent business opportunity, or of joining his brother Mahlon, who had two years previously established a lumber business at Mitchel, Ind., under the name of Vinnedge Bros. As the latter course was in full accord with the plans which he had laid for his life's work, the sheepskin was sacrificed and the

business career entered upon, the trade embracing the purchase of hardwoods, principally black walnut, for the Eastern market. This business was continued until January, 1884, when a removal to Chicago was decided upon, for operations in connection with the business at Mitchel, and under the continued title of Vinnedge Bros., a sales office was opened at 242 South Water Street. In the fall of that year, however, a purchase was made of the old established yard and business of B. G. Gill, located on the corner of Stewart Avenue and Maxwell Street.

A year later they were joined by Samuel, and a purchase was made of about two acres of land on Goose Island, a hitherto much neglected section of the city, but which was rapidly growing in prominence as a business section, and removing their business to that point, were soon followed by a large number of other lumber yards and business ventures, rendering it at this time one of the centers of the city's trade. At this point the house of Vinnedge Bros., comprising Allen R. and Mahlon (Samuel withdrawing in 1892), have built up one of the largest hardwood lumber yards of the city, with a trade of 10,000,000 feet annually, embracing all varieties of hardwood lumber. In the fall of 1886 the firm was admitted to membership in the Lumberman's Exchange, and during the several succeeding years Mr. Allen R. Vinnedge was elected to, or by appointment held, responsible positions upon various committees of that organization, including arbitration, inspection, revision of rules, and of the matter of consolidation at the time when the diverse elements of the trade united as the "Lumberman's Association," and in 1891 was elected vice-president of the Hardwood Dealers' Association, and in 1893, vice-president of the Lumbermen's Association, and when a few months later President Thomas H. Sheppard was carried to the grave, Mr. Vinnedge not only succeeded him by virtue of his office, but an election being held, he was unanimously chosen to the vacancy, being the first representative of the hardwood interest to be called to this honorable position. Mr. Vinnedge has never married, but is yet in the prime of life, and we mistake if so great a prize does not in due time succumb to the darts of cupid.

Lewis Vencil Boyle. The hardwood house of L. V. Boyle & Co. has long occupied an enviable reputation as one of the most enterprising and successful among the lumber dealers of this city and the Northwest.

L. V. Boyle was a native of Shelbyville, Ind., where he was born in 1831. His father, William B. Boyle, came of an old Virginia family which had operated saw mills in that State for over a century, but, becoming imbued with conscientious abhorrence of the institution of slavery, had in 1829 removed to the free Territory of Indiana, where they purchased lands and erected saw mills among the magnificent hardwood forests of that State, becoming interested in the construction of the "Old Michigan road" between Indianapolis and Michigan City, the principal thoroughfare for many years between the lakes and the South.

Lewis V. was educated in the common-school branches, taught in the "little red

school house" of that region and became a teacher on reaching a suitable age. In 1852, having attained his majority, he was indoctrinated by his grandfather into the mysteries of the saw-mill business, and spent several years in the cutting of the magnificent black walnut and oak timber with which the region then abounded, finding market by team for the better grades at Logansport, and supplying a local demand with the inferior products of the log. In 1863 he removed to Thorntown, Ind., where he erected and operated two saw mills cutting hardwood, until in 1870, when he removed to Indianapolis, and taking M. L. Cox and Franklin Lander (a member of Congress) into partnership, formed the firm of Boyle, Cox & Co., and for some years this firm carried on a very extensive business in black walnut and other hardwoods. In 1878 Mr. Boyle went to Nashville, Tenn., and opened up a large individual business in the same line, and about a year later purchased a large saw mill plant in the extensive oak and poplar region of Obion County, Tenn., to which he, in January, 1880, admitted the firm of Joseph White & Son, of Chicago, to a one-half interest, taking from them a one-half interest in their hardwood business established in Chicago, their yard being located on Union, Halsted and Kinzie Streets, and the firm of Boyle, White & Co. now became manufacturers and dealers in all kinds of hardwood lumber, but more largely in poplar and black walnut, with a Chicago yard.

This firm continued until May, 1885, when Mr. Boyle, associating with him his two sons, Charles E. and Clarence, purchased the Whites' interest in the business, and, disposing of a one-quarter interest to Frank P. Woollen, of Indianapolis, the firm became L. V. Boyle & Co., and so continues.

Mr. Boyle, the subject of this sketch, has now retired from active participation in the management of the extensive business of the firm, which is left to his sons and Mr. Woollen, while still retaining his financial interest. In 1890 the firm purchased a large tract of oak, ash and cypress lands in Mississippi and established the town of Boyle, removing their largest mill from Tennessee to this point, and engaging in an export trade via New Orleans, shipping largely to the Eastern and New England States by sea and to Chicago and the North by rail.

In 1889 the firm purchased 40,000 square feet of ground on the north branch of the Chicago River, familiarly known as "Goose Island," to which they removed their Chicago yard, for the sale of the product of their Southern mills, combined with that manufactured for them from 2,000 acres of forest purchased in Wisconsin in 1888, the product of which was largely basswood, and the business has gradually changed to wholesaling rather than retailing. In addition to this a yard was established at Memphis, Tenn., with Charles E. Boyle in charge, Clarence Boyle and Frank Woollen attending to the Chicago and Wisconsin business of the firm. The company holds also a controlling interest in the McCorkell-Brown Lumber Company at Covington, Tenn., in the manufacture of oak, ash and poplar lumber. L. V. Boyle was married in 1853, to Miss Mary Halstead, of Dayton, Ohio, two sons and two daughters being the issue of the union.

Clarence Boyle, second son of L. V. Boyle, was born in 1861; was educated at Butler University, near Indianapolis, Ind., and began a business career the day following his graduation, June 11, 1880, at which time he started south and spent a year at the mills in Obion County, Tenn. In July of the following year he came to Chicago, where he has since remained. He has served as a director of the hardwood branch of the Lumberman's Exchange and its successor, the Lumbermen's Association, and has occupied important positions of trust in that connection. He was married in 1883, to Miss Minnie Hartwell, of Indianapolis, and is the happy father of two children, a daughter and a son.

Charles E. Boyle, eldest son of L. V. Boyle, was born in 1857, and graduated from Butler University. In 1878 he went to Nashville, Tenn., in connection with his father, and later to Obion County, Tenn., where he took charge of that branch of his father's rapidly growing business, and is now located at Memphis. He was married in 1885, to Miss Minnie Brown, of Obion, and has three sons and one daughter.

Frank Woollen, who is also a partner in the firm of L. V. Boyle & Co., was a native of Madison, Ind., where he was born in 1851. His father was a banker, and gave his son a good common-school education, placing him, at the age of sixteen years, in the office of the county clerk, at Franklin, Ind., where later he became teller of the First National Bank, occupying that responsible position for five years. From 1878 to 1885 he was cashier of the Meridian National Bank, in the latter year becoming a member of the hardwood firm of L. V. Boyle & Co., and has since been connected with the Chicago department of the firm's extensive business. He was married in 1873, to Miss Clara B. Miles, of St. Paul, Minn., and has one son and four daughters.

George T. Houston & Co. In this volume the names of many men are given, all of whom hold a place in the economy of Chicago. Among them there is no one who executed or materialized his thoughts in a degree more useful than the late Joseph W. Houston—one of the first to establish lumber yards west of the Mississippi and one of the pioneer lumbermen of this city. He was the son of Alexander Houston and Mary (Rhinehart) Houston, combining English with German descent, and was born in Beaver County, Penn., May 11, 1830. He was born in the midst of the Pennsylvania forests and grew to manhood among the great ash, walnut, pine and hemlock trees; for his ancestors moved from the North Atlantic States to Pennsylvania while yet the colonies were subject to a foreign and unfriendly power. He was married May 2, 1854, to Sarah A. Saunders of Edenburg, Penn., and reared a family of seven children, viz.: Emma Maria, aged thirty-four years; Mary Luella, aged thirty; George Theodore, aged twenty-eight; James Sherman, aged twenty-five; Eva Mae, aged twenty-three; Frank B., aged twenty-one, and Jessie Elnora, aged nineteen. Miss Saunders was the daughter of J. S. and Margaret (Mawry) Saunders, of German and Irish descent. It is stated that the pioneer of the name of Houston in the upper valley of the Ohio, settled there in 1769, after Adam

O'Brien located in the Virginian Valley and about the time that Daniel Boone ventured into Kentucky. The history of the family goes farther back and may be traced from Plymouth Rock of 1620 to Chicago of 1892, and far beyond Chicago to the Pacific and Rio Grande. Before this great city was incorporated, in 1837, the name was historic in the United States and Mexico. Did not a Houston participate in the glories of New Orleans on that day in 1815 when a handful of creoles, Kentuckians and Mississippians defeated over 14,000 of England's best trained soldiers at Chalmette, and drove the survivors to their shipping? Did not a Houston begin the work of annexing Texas and creating the great Lone Star State? Samuel Houston, a nephew of J. W. Houston's father, settled in Tennessee; served in the United States Senate during Tyler's administration, and, after the admission of Texas, as a State of the Union, served as governor of Tennessee, residing among the Indians of the South; located in Texas; became its liberator from Mexican rule, its only president when its independence was assured, and its governor under Statehood, and did many of the wonderful deeds credited to him in legends, and nearly all the deeds credited in the history of that State. Related to the well-known family of Stanton, one member of whom was the great war secretary in Lincoln's day, and another being Maj.-Gen. C. A. Stanton, now of Centerville, Iowa, the Houstons of our own times possess the will power to carry out great things successfully where men wanting in this quality of mental strength would fail.

Joseph W. Houston learned the carpenter's trade, and established himself as a contractor, builder and lumber merchant. In his youth the whole country north of the Ohio River was clothed in a great forest; hardwood trees predominating in the south half with pine and hemlock in the north half. The great trees were looked upon as worthless, and every effort of the settler was directed toward their destruction. Walnut and cherry trees were cut down, without a thought of their future value, and placed with the log heaps to be burned. No echo of "Woodman Spare that Tree" was heard, and the wealth of Pennsylvania's forest disappeared before its time — wasted before its worth was realized; in ashes before the destroyer grew to manhood. Mr. Houston came to Chicago in 1845, but did not stay long in the bustling, low, marshy and unhealthy village, for he saw in the wider West a broader field, and moved nearer the Mississippi. After some years in the extreme western trade he returned to Chicago to make the place his home and share in its development. For a long time he dealt only in pine lumber; but immediately after the admission of George Theodore Houston, his son, to a partnership in 1880, the firm gave their exclusive attention to manufacturing and dealing in black walnut lumber and logs, carrying on operations in southern Iowa and northern Missouri. In 1882 the firm of George T. Houston & Co. was organized, to succeed J. W. Houston & Son, the pioneer of the old firm being an inactive partner in the new. In 1883 James S. Houston, another son, then aged nineteen years, was admitted a member of the firm, vice his father, retired. At that time the office



J. W. Houston

and yards on Wentworth Avenue and Seventeenth Street were carried on under the direct supervision of George T. Houston, while the junior member was given charge of their great operations in Arkansas, Missouri and Iowa. The demand for walnut lumber by both Columbian and European buyers was met by their firm promptly, and the valley of the Chariton, Osage, Grand, Missouri and Arkansas rang with the steel and voice of Houston's choppers and loggers. Their log-wagon trains, drawn by mules and oxen, and driven by teamsters whose oaths could terrify like a panther's scream, were known to every habitant of the valleys, and had no small share in spreading the fame of Chicago; for, after all, was not the genius which designed this work, and paid for it, a part of Chicago's genius?

The camps of Houston's woodmen are landmarks to-day in these beautiful valleys, for the men made a temporary village as they swept through the forest, at convenient shipping points on river and railroad. They moved like regiments of sappers and miners, mowing down the trees, hewing, sawing and shipping—a veritable harvest which the icy hand of winter but made more vigorous. The Houstons supplied the product of these centuried fields to all the civilized world. Shipping the logs via Chicago and the lakes to Quebec, or to New York, Baltimore, Boston and Philadelphia, they were shipped thence to Europe to the agents or customers of the firm. How many giant trees, natives of the Mississippi Valley, rest to-day in France, Austria, Germany, Italy, England and Ireland under the forms of doors, cabinets, etc., etc., will never be known. Suffice to say that the Houstons have literally cleared the land of its great walnut trees, sending them to Europe to replace, as it were, the human trees sent hither from beyond the Atlantic.

The company purchased the forest by acre or stumpage. In either case the finest trees were reserved for export, and the small or defective ones for home demands. Chicago wanted walnut in furniture and interior housework, and the small trees were sawn into boards, or shipped in logs to supply Chicago. The founder of the firm used to say, "You can always sell in Chicago." Many changes have occurred in latter days. The old docks of the company, which occupied the site of the present Chicago, Rock Island & Pacific Railroad Company's freight depot on Taylor and Sherman Streets, were removed in 1885, to the corner of Eighteenth Street and Stewart Avenue, and their yards to 330 Lumber Street. In 1890, the yards were removed to Twenty-second Street and Center Avenue, now the heart of Chicago's great lumber district. They occupy eight acres on the east side of Center Avenue, with a frontage of 320 feet on Twenty-second Street, and 814 feet dockage on the Allen slip. In October, 1892, there were no less than 15,000,000 feet of all kinds of hardwood lumber in these yards, the greater part of which was classed as upper grades and ornamental stock. Sixty-thousand square feet of sheds and miles of railroad track are features of this yard. From six to eight large lake vessels can unload at once, and it is usual to load and unload a heavy lumber train each day. Their western distributing branch yard at

Cairo, Ill., is larger in area and holds a stock of from 12,000,000 to 15,000,000 feet of lumber, all kinds of hardwood, the cut of more than fifty saw mills in the lower Mississippi basin, and at their eastern distributing branch yard at Amory, Miss., they carry a similar stock for the New England trade, where they operate the largest double band hardwood saw mill in the world, with capacity for 100,000 feet per day. This company own and control 160,000 acres of the finest hardwood timber land in the Southern States.

The company own and control the Mississippi, Ohio, Cumberland and Tennessee Transportation Company's boats which are used principally in carrying logs and lumber from the streams and mills along the great rivers. Their steamers and barges may be seen on the leading navigable rivers and their lumber piles at the leading ports and rail shipping centers of the United States. Their sales in the United States exceed in value \$1,000,000 per annum, exclusive of the value of lumber sold to foreign correspondents in the great lumber marts of the world.

In 1890 the youngest son of the founder, Frank B. Houston, became a member of the firm and, like his brothers, at once took an important part in the transactions of the house. The large increase in both the foreign and domestic departments of the trade has been watched over by him. The three brothers are exclusive owners of this immense concern and each one must be credited with a share in its development, for it has reached a point far above the highest which its pioneer founder entertained in 1845, or 1865, or even 1885.

Joseph W. Houston completed his life work October 2, 1890. The plain story of the business he established is his testimonial.

Leopold Miller. The German people have the reputation of being the most industrious, economical and humble of all the tribes of men, and there is no doubt as to the truth of the tradition. How they came to be so, why they were not spend-thrifts and filled with aristocratic notions is no doubt explained by the peculiarities of the German civilization. Unquestionably the German people, intellectually, have no superiors. They are large-brained, large-hearted, and possess a large measure of that desirable gift popularly denominated "horse sense." It is no wonder, then, that they are famous the world over, and have given to the world the greatest universities, philosophers, poets, physicians, statesmen, and rulers of any people on the globe.

There are more Germans in Chicago than of any other nationality, not even excepting native Americans. Does not this fact explain in a great degree the activity, growth and prosperity of the city? In every department of business the Germans are found. Many of them are our most eminent citizens and distinguished public men. Among this number was Leopold Miller, who was born in Bavaria October 22, 1825. That he possessed courage and intelligence in youth, is proved by his coming to New Orleans when he was seventeen years old, with only \$17 to his name. That he possessed industry is proved by his three years' hard work in peddling

general merchandise through the country in the vicinity of that city. But at this time his health failed him, and so he returned to Germany, and in one year recovered his health amid the happy influences of his old home and under the loving care of his parents.

Upon recovering his health he again crossed the Atlantic and this time located at Newcastle, Ind., where he conducted a general store of merchandise until 1855, when he came to Chicago and engaged in the furniture business on Lake Street, but the following spring, associated with his brother-in-law, Mr. Liebenstein, established a lumber yard where the Rookery building now stands, under the firm name of Miller & Liebenstein. At this time their stock was small and they soon moved their yards to State and Polk Streets and a little later to the West Side, near Polk Street bridge, where they remained twenty-two years and where the great fire of 1871 swept away all they had. Not a dollar of insurance did they get; they were compelled to start again from the beginning. The ashes were still hot when they began removing them in order to start again, and they were soon once more doing a good business. In 1874 they removed their yards to Lumber and Twenty-second Streets. In 1877 the firm became L. Miller & Co. by the retirement of Mr. Liebenstein, and in 1881 Charles L., son of Leopold, became a member of the firm, and in 1886 Louis K., another son, was added, but the name has remained the same—L. Miller & Co. Their interests and trade grew steadily under the energetic and honorable business methods of Mr. Miller, until many millions of feet were handled annually, and a fine fortune was accumulated by each of the proprietors. But this was not accomplished as easily and quickly as it is said. Success and prosperity were reached only through hard work, enterprising and intelligent methods, square and honorable dealing and able management to outwit or circumvent experienced and active competitors.

For several years prior to his death Mr. Miller was largely interested in several furniture manufacturing establishments in Chicago, which enterprises were successfully conducted, and yielded him a handsome revenue. He also invested quite heavily in city real estate, in which he also made large profits. During the latter years of his life he turned the active work of his lumber interests over to his two sons, who had been raised, so to speak, in the business. He thus found time to devote his attention and experience to his other properties. He was public spirited, and assisted in organizing the Atlas National Bank, of which he was for many years, and at the time of his death, a large stockholder. He assisted in organizing the old Lumberman's Exchange, of which he was a director for several years. He was a prominent Odd Fellow and a member of the Standard Club, and for many years a consistent member of the Sinai Congregational Church. In all things he was intelligent, charitable, strictly honorable, a quiet, unassuming gentleman, of genial disposition and kind heart, and, though often asked to make the race for alderman, he invariably declined, although just the man for the place, owing to his unflinching

integrity, sound sense, and solid business instinct. He was sensible enough to know that life can be best enjoyed in steady, upright habits and moderation. In 1888 he made an extended trip to Europe, visiting his old home in Bavaria and all its principal cities, enjoying himself and renewing his youth. He loved home, and was usually found there when not occupied with business or charitable matters. On the 3d of March, 1890, while out riding he was accidentally thrown from the buggy, sustaining injuries which proved fatal two and a half hours later. Thus his useful and reputable life was cut short while he yet had, apparently, many years before him. His wife, formerly Miss Elizabeth Liebenstein, to whom he was married in Cincinnati, in 1854, presented him with seven children, six of whom are yet living, as follows: Rosa (wife of Joseph Deimel, of Chicago); Charles L.; Isaac; Helen, wife of J. Keim (has one child—Florence—and lives in Chicago); Louis K., and Minnie, wife of R. Deimel, of Chicago.

Charles L., the eldest son, is a member of the company now, and is actively engaged in conducting its business and looking after its interests. He was born at Newcastle, Ind., in March, 1855, and was brought the same year to Chicago by his parents and was here reared and educated, finishing his schooling by taking a thorough course at Bryant & Stratton's Business College. He became a member of the firm in 1881, as before stated; but even as a child, began to learn the lumber business. He has mastered all the details of the trade, and is now abundantly able, both from experience and natural sagacity, to compete with any lumber dealer in the city. He was married in September, 1882, to Miss Hattie J. Beiersdorf, and by her has two children, Hortense and Modie.

Isaac, the second son, was born in Chicago in 1861, and here all his life has been passed. He was educated in the public and high schools of the city, ranking high in his classes. It was determined later by the family that he should receive what is known as a "liberal education," for he showed a marked attachment to his books and gave evidence of high capacity in the field of letters. Accordingly he was sent abroad and was placed in the famous Frankfort College of Germany, from which institution in due time he emerged as a graduate, carrying a diploma and possessing a fine literary education. He returned to this city and after a time engaged in the retail boot and shoe trade, and is now thus engaged at 84 State Street. In February, 1890, he was united in marriage to Miss Irma J. Beiersdorf who has presented him with one child, Agnes.

Louis K., the third son, who is a member of the lumber firm, is also a native Chicagoan, his birth occurring here September 1, 1865. Here he grew to manhood, spending much of his time in the office and lumber yard of his father, and thus learning incidentally the details of the business. He was early given important business trusts by his father, and even as a youth showed business qualifications which have since made him one of the most prominent and successful young business men of the city.

Like his elder brother, he was educated at the public and high schools here, and finished his schooling and prepared himself for business by taking a complete course at Bryant & Stratton's Business College. With his former experience in the office and yards, supplemented with a fine commercial education, and with a natural aptitude for business, he has no superior among the young men of the city now engaged in industrial pursuits. At the early age of eighteen years he began to work for his father, and was so quick to learn and so prompt to become useful, that, upon reaching his majority, he was immediately made a member of the company. He is yet single and lives at home with his mother.

The family is one of the most prominent and respected of all the German-speaking people of the city. They are intelligent, wide-awake and stand high in social and business circles. Too much cannot be said in praise of the life and character of the father, Leopold Miller. Not one word of reproach or dishonor stains the memory of his name. In business he was trusted implicitly by his associates, who had learned from experience that his integrity could always be depended upon as if it were a deed or a bond. His ability to forecast business events was one of the principal causes which led to his unusual success in trade. He was absolutely self-made, having started as a pedestrian peddler at New Orleans, with a capital of but \$13. He possessed the remarkable combination characteristic of the German people—frugality, industry and honesty—in an unusual degree, and therefore there could be but one result—financial success and a reputable name. He founded one of the oldest hardwood lumber companies in Chicago, an important historical fact which must not be lost sight of by the student of history. His unfortunate death was widely lamented in this city where he was so well-known and so highly respected. Men of business will long recollect the genial manner and noble character of Leopold Miller.

The Holbrook Company. In all the earlier records of the city since 1855 the name of Holbrook appears with a greater or less degree of prominence and the house of "Holbrook & Co.," has been a well known member of the hardwood fraternity.

William Holbrook, an Englishman, who had for a number of years been a corn merchant in Manchester, England, emigrated to America in 1847. Arriving at New York he sought out an old friend named Whitley who had settled in that city some years before, and tarried with him a few days, acquiring a knowledge of the country and attending to the transfer of his goods from the vessel which had brought him over, to the steamboat which was to take him up the North River to Albany, thence by canal to Buffalo, by steamer to Detroit, and rail to Niles, Mich., the then terminus of the Michigan Central railroad; stage to St. Joseph and steamboat thence, he hoped to reach Chicago, whither he was bound with his family. Here he engaged with his brother James Holbrook in the butcher and packing business until in (or about) 1853 when he entered the employ of Wallace & Smith, lum-

bermen, with whom his son Joseph was employed as salesman. The directory for 1855, mentions both, William as "clerk," and Joseph as "salesman." In 1858 we find "William Holbrook (pere) named as a lumberman at Grove near Old Street (now Eighteenth); Thomas Holbrook (son) Grove corner New (Seventeenth Street); Holbrook & Co., Grove near New." As this bounds the block from Sixteenth to Eighteenth Street on Grove, and Holbrook & Co. are named as "near New," which would be in the center of the frontage, we opine that the directory man divided up the property giving William the center, and Thomas the half block on each side, while uniting all as Holbrook & Co.

Thomas, as we learn, began business in 1853 on the river bank, and was afterward joined by his father, William. His business was in pine and oak timber, and, as the river was not docked, his lumber was simply pulled out upon the bank. On the accession of William to the firm, cordwood, then the main fuel of the citizens, was added to the stock of hardwood lumber, but the business was gradually expanded in the line of lumber, and the cordwood dropped, as was the small proportion of pine timber and lumber, it being found that it was something like trying to mix oil and water to mingle hard and soft woods in one business. The same ground was occupied until the demands of the Chicago & Western Indiana Railroad required the river frontage, when the business was moved to the east side of the street, where it remained during the lifetime of all the partners, including Samuel, a younger son of William, who was admitted to the firm in 1870. The firm remained as Holbrook & Co. until the death of William, in February, 1881, and a few months later (December, 1881,) of Samuel, who was the last remaining male member of the Holbrook family. Thomas was lost overboard from the steamer "Fountain City" when nearly opposite Charlevoix, Mich., and his body was never recovered. The date of this catastrophe we are unable to learn further than that it was in the early sixties. In 1879 John Whitley, who was a son-in-law of William Holbrook, and who had held an interest in the company for a short time in 1856, became a member of the firm, and on the death of Samuel was appointed executor of his estate, and the name of Holbrook & Co. was perpetuated in the incorporation of "The Holbrook Company," of which John Whitley was president and manager, and S. E. Whitley, his son (a grandson of William Holbrook), who died May 16, 1893, of typhoid fever, was secretary. The Holbrook Company occupied the original site on Grove Street from 1855 to 1889, when, being encroached upon by railroads, the yard was removed to Eighteenth and Wentworth Streets, where, after about two years, the railroad demands for the ground drove it to Archer Avenue, near Grove and Twenty-third Streets, where in but a short time another railroad extension called for the space occupied by them, and the business was transferred to the present location, on Thirty-seventh Street at the corner of Stewart Avenue.

The office building, erected in 1853 by a brick maker then engaged in working

the clay from a slip which was dug near the original yard, and purchased by the Holbrooks when the lumber yard was established, has been moved from and to each new location and is still doing duty as the office of the Holbrook Company. The chronological history of the hardwood trade would name S. F. Sutherland (1851) as the pioneer, James E. Bishop (date unknown), W. H. Slocum, his successor (1855), J. F. Aldrich, H. N. Turner, Morrison & Wallace, Green & Holden, Sutherland & Co. and Walker & Day, in order as named and noted in or before 1855, while in 1857 we find the names of Holbrook & Co., Holden, Bishop & Co., William J. S. Walker, John S. Wallace and Miller & Liebenstein. We do not recognize any of these as having any successors in the business of to-day except L. Miller & Co. and the Holbrook Company, which therefore stand as the oldest hardwood companies in the city, and under the able management of John Whitley, the latter will, no doubt, in the future, as in the past, prove so profitable a venture as to be continued for generations to come. The business has been extended to keep pace with a growing demand, and the few hundred thousand feet, which comprised the sales of Holbrook & Co. in 1857, have increased to 15,000,000 feet, which, in 1892, comprised the business of the Holbrook Company. The Holbrook Company has taken a prominent and useful part in the affairs of the hardwood branch of the Lumberman's Exchange and the Lumbermen's Association, and has been esteemed as an enterprising and worthy member of the fraternity of lumbermen.

John Whitley, the present head of the Holbrook Company, was born in New York in 1834, and was educated in the schools of that city, subsequently, for a time, following the trade of his father, who was a ship carpenter, and in this calling John became a proficient in his judgment of hardwood timber. He was married in 1857 to Elizabeth, daughter of William Holbrook, and entered the employ of his father-in-law, in the hardwood business of this city, and on the death of Samuel Holbrook was appointed executor of the estates of both William and Samuel Holbrook, out of which naturally grew the incorporation of the "Holbrook Company" of later years. Mr. Whitley has taken deep interest in Masonic matters since 1864, at which time he became a member of Cleveland Lodge, No. 211, F. & A. M., serving it in official capacities for nine years. For six years he was secretary of Washington Chapter, No. 43, R. A. M.; and as recorder of Chicago Commandery, No. 19, K. T., prelate of Englewood Commandery, No. 59, K. T., and Oriental Consistory, S. P. R. S., won an enviable reputation. He has been for many years a trustee of the Englewood Methodist Episcopal Church, is a member of the Lumbermen's Association, and was for several years a member of the Lumberman's Exchange.

Henry N. Holden. Among the more prominent of the hardwood lumber dealers of Chicago, and the ranking pioneer of the trade at the time of his death, was Henry N. Holden. Mr. Holden was born at Providence, R. I., February 2, 1837. His father, Isaac H. Holden was for twenty-five years before coming to Chicago a manufacturer of machinery and stoves, being for fifteen years the principal stockholder, and for ten

years the sole proprietor, of the High Street Furnace Company, of Providence. Henry N. was given the benefits of the common schools, supplemented by a full course at the High School of Providence. At the age of seventeen he left school, and served for a year and a half as an apprentice to the jewelry business, but not finding that business congenial, he entered the employ of Baker, Smith & Co., coal merchants, as book-keeper, to the study of which profession he had meantime devoted his attention.

In 1856, being now twenty years of age, he came with his parents to Chicago and entered the employ of Holden, Bishop & Co., a firm composed of Isaac H. Holden (his father) and James E. Bishop, whose yard was on the corner of Market and Jackson Streets. This firm dealt in hardwood and timber, but soon found, as have all who have tried before or since, that a combination of hard and soft lumber is not desirable in a lumber yard.

Holden, Bishop & Co. wound up their affairs and went out of business in September, 1858, and in 1859 Henry N. began business on his own account in the same line, and located on the southeast corner of Jackson and Market Streets, continuing until 1862, when his brother, Isaac N., Jr., was admitted, and the firm of H. N. Holden & Bro. was established and continued until 1867, when it was dissolved, and Henry N. continued alone until 1885, when he retired from business, being at the time the representative of the oldest established hardwood lumber yard in this city. Mr. Holden was married in 1858 to Miss Jane Perkins, of Providence, R. I., five children being born to them, of whom two, Henry P. and Marion, are still living. Mr. Holden died December 17, 1892. The business conducted by Mr. Holden embraced all varieties of hardwood, including mahogany, rosewood and other imported varieties, although his main business was in native woods, suited to the wants of the manufacturers of agricultural implements, furniture, wagon making and house finish. He was what might be called a "progressive conservative" in his business, a man of the strictest integrity in his dealings, scorning the petty "tricks of the trade" which might give him a present advantage, and was deserving of the high esteem in which he was held by all who knew him. With his wife he had many years previous to his decease been a member of the First Congregational Church, and since 1876 chairman of the Board of Trustees of that society. He was elected, in 1883, a director of the Chicago Theological Seminary. On retiring from the lumber business in 1885 he engaged in the real estate business, more in the care of his own property and to keep his mind engaged than from motives of profit. Mr. Holden was highly esteemed for his judicial qualities of mind, and his services were not seldom in demand in the settlement of disputes among his business associates, who preferred rather to submit to his decision than to the courts of law. Few men live more highly respected, or exercise a greater influence for good, or pass to their reward followed by deeper regrets on the part of all their associates and acquaintances. Mr. Holden will always be remembered as a prominent pioneer and leader in the building up of the vast business in hardwoods, which marks Chicago as the leading market of the world.



John Ripley

Daniel Woodman Holmes. Among the leading hardwood firms of Chicago's history for the past decade must be named that of Holmes & Smith.

Daniel W. Holmes, head of the firm, was born at Lowell, Mass., in 1837. His father was the Rev. D. G. Holmes, a Free-Will Baptist clergyman, whose ancestors were among the sixteenth century pioneers of New Hampshire. His mother was Huldah B. Currier, also from one of the oldest New Hampshire pioneer families.

Daniel was an attendant at the common schools of Lowell until, on reaching the age of eight, his parents removed to Rochester, N. Y., where his education was continued at the common schools, supplemented by a course each at the academies at Walworth and Macedon, and final graduation at Union College, Schenectady, in 1857. For the next five years he taught in a classical private school at Buffalo, N. Y., and in 1862 came to Chicago and engaged in the grain and produce business, and subsequently for several years as agent for an Eastern carriage manufacturer, having charge of the Chicago department in the wholesale branch. In 1875 he became a partner in the hardwood business of P. G. Dodge & Co., at Forquar and Canal Streets, and later at Twelfth and Canal, where the firm continued until 1879, when they removed to the corner of Fifth Avenue and Polk Street, with a constantly expanding business. In 1882 the general government requiring the ground, the yard was removed to 426 Lumber Street, where the firm became one of the most prominent in the hardwood business of the city. In 1887 the firm dissolved, and Mr. Holmes entered into a partnership with Winfield F. Smith, who had for some years been an employe and later a partner of the firm, and the house of Holmes & Smith was established, opening a yard in the spring of 1888 at Union and Lumber Streets, where they continued until 1893 when they removed to Ashland Avenue, south of Twenty-second Street. From this time the attention of the firm was turned more directly to manufacturing and wholesaling, operating mills at Wittenburg and Phlox, Wis., on the line of the Milwaukee, Lake Shore & Western Railroad, with a yearly manufacture of 6,500,000 feet, principally from the excellent rock elm, oak, maple, basswood and birch timber, for which that region is noted.

Mr. Holmes was married in 1869 to Lydia A. Wentworth, daughter of John Moody, a native of New Hampshire. He maintains the religious proclivities of his father, and is a stanch Republican in politics, but has not sought or held public office; he is social by nature, but belongs to no secret orders or clubs, finding in happy home life a surcease from the cares of an extended business, in the conduct of which he has acquired not only financial success, but the confidence and esteem of all who have become acquainted with his honorable business methods.

CHAPTER VIII.

SPECIAL RECORDS OF LUMBERMEN.

Commission Dealers.

John McLaren has been widely known for many years as one of the most active, energetic and prominent of the lumber dealers of Chicago. His long experience, his abilities and strong character, his complete mastery of the details of his business, have made him an acknowledged authority on all questions touching the varied and gigantic lumber interests, not only of this city but of the region of the great lakes and of the Northwest. It is no light task to become an expert in a trade of such magnitude as the lumber interests of Chicago. It requires persistent effort from the basis of strong natural abilities. In addition to this, Mr. McLaren possesses social qualities of a high order, and the rare combination of business and social gifts has made him both popular and prominent.

But he has not confined his usefulness to the domain of business; he has done a work of substantial and enduring importance for the educational interests of the city. In 1887 he became a member of the city school board under Mayor Roche, was continued by the latter's successor, Mr. Cregier, and was elected president of that important body, and in his continuous service in that capacity was energetically identified with all the great measures and movements to promote the growth and enlarge the scope of the city's educational interests. At the expiration of his term of service he was again appointed, in 1894, by Mayor Hopkins to succeed D. W. Preston, but on account of the pressure of other duties he was unable to accept the honor. The present remarkable efficiency of the local public-school system is in a large measure due to the wise, modern and vigorous policy of Mr. McLaren. So highly was Mr. McLaren esteemed by his associates that the grammar school, on the corner of York and Laflin Streets, was given the name of the John McLaren School.

The social qualities of Mr. McLaren are too preponderant to suffer either abridgment or suppression. His irrepressible good nature often bursts through all restraint and cheers all who have the pleasure of his friendship, companionship and confidence. He is thus a charming companion and a trusted friend. His brilliant social qualities have made him prominent in the Union League Club, the Illinois Club, the late La Salle Club and the Masonic order, his membership in each dating back several years. As early as 1866 he became a member of the Masonic fraternity, and in 1870 and 1871 was worshipful master of Cleveland Lodge, No. 211, of Chicago. He advanced

steadily until in September, 1879, in the Supreme Council at Philadelphia, he had attained the thirty-third degree, the highest point that can be reached in that ancient and honorable order. He was elected high priest of Washington Chapter in 1874, and eminent commander of Chicago Commandery, K.T., in 1875 and 1876. He was for many years a most efficient member of the board of trustees and is now president of the Masonic Temple, corner of Randolph and Halsted Streets, and was secretary of the association for a long period of years. He is also a member of the military order of the Loyal Legion, of Grant Post, G. A. R., and of the "Army of the Tennessee." He is a director in the Milwaukee Avenue State Bank, and at its organization was elected a director for one year of the Industrial Bank of Chicago, and is a clear and strong Republican in his political affiliations.

Mr. McLaren was born in Edinburgh, Scotland, September 11, 1836, his parents being William and Helen (Hume) McLaren, both of whom were also of sturdy Scotch nativity and ancestry. In 1852 the father, a cabinetmaker by trade, came to America with his family, consisting of his wife and five children, of whom only two of the latter are now living—John McLaren and Mary, wife of the late John Oliver, of this city. The family first located in Chicago, but in 1855 removed to Dubuque, Iowa, where a son, William (now secretary of the A. R. Beck Lumber Company), and a daughter who died in infancy, were born, and where the parents resided until their respective deaths—the mother in 1859 and the father in 1870. John McLaren received a good common-school education in his native land, and in 1852 came with his parents to America. Upon seeking employment soon after his arrival, he found that his broad Scotch accentuation was a bar to his securing clerical duties for which he considered himself competent, whereupon he determined to learn the carpenter's trade, and with that object in view secured an apprenticeship with the well-known old-time carpenter and builder, Sanford Johnson. He finished his apprenticeship in 1857, and followed his father's family to Dubuque, Iowa, where he followed his trade until the war broke out. In August, 1861, he enlisted in Company F, of the "Engineer Regiment of the West," so called because it was composed of volunteers from the States of Iowa, Illinois, Michigan and Missouri, though it finally became assigned to the latter State by reason of the quota of the other States named having been filled. Mr. McLaren enlisted as a private, but through meritorious conduct rose steadily through the grades of orderly sergeant, sergeant-major, second lieutenant and first lieutenant, and was mustered out as adjutant of the regiment at Savannah, Ga., in December, 1864, after having honorably participated in the historic and famous "March to the Sea." The corps of which his regiment was a part was successively commanded by Gens. Grant, Sherman, McPherson, Logan and Howard.

At the close of the war Mr. McLaren came to Chicago, and here he has since resided and become one of our most substantial citizens and representative business men. In 1865 he became book-keeper for Col. John Mason Loomis, who was then

engaged in the commission lumber business, and so rapidly did he acquire the complete mastery of the trade, that in 1870 he became a partner, under the firm name of John Mason Loomis & Co. So quick was the development of the business of this firm that their trade was soon the largest in the city, aggregating the first year fully 80,000,000 feet of lumber. They continued in active business until 1885, and are still associated in the Pere Marquette Lumber Company, owning considerable valuable timber land. In 1885 Mr. McLaren formed a partnership with Thomas G. Morris, under the firm name of McLaren & Morris, which association was profitably continued for three years, the sales reaching as high as 120,000,000 feet per annum. He is the vice-president of the Pere Marquette Lumber Company, and also of the A. R. Beck Lumber Company, of South Chicago. For many years he was a director of the Chicago Lumber Exchange, of which organization he officiated successively as treasurer for several terms, including 1878-79, 1881-82 and 1889-90 and in 1878-79 and 1886 as vice-president, and in 1887 as president of the board. Mr. McLaren has always been foremost to advance the lumber interests of the city, and has for many years occupied a prominent position among the higher classes of local business men. He was married in May, 1868, to Miss Hattie A., daughter of Capt. Davis Studley, of Cook County, Ill. They have had four children, two now living: J. Loomis and Grace. The family are members of the Third Presbyterian Church.

Mr. McLaren has taken a deep interest in the work of the Chicago Relief and Aid Society, organized in the fall of 1871 to disburse the contributed funds of a sympathizing world with the fire-stricken city, and continued in later days in aid of that unfortunate class of whom it is said, "The poor ye have always with you," serving as president of the society during the years 1891 and 1892. Full of sympathy for his suffering fellow-man, yet keen of judgment in discerning fraud, Mr. McLaren has been a safe adviser in the affairs of the association.

John McLaren is a good type of an intelligent Scotch character, quick to discern the right and fearless in the maintenance of those principles and measures which commend themselves to his judgment and to his conscience. With him is no truckling to wrong because of its popularity, and no indorsement of evil because of its immediate financial profit. Mr. McLaren has the courage of his convictions, and as those convictions are naturally clear cut and on the right side, it follows that his influence has been for good, whether exerted in business, social, political or Masonic circles. It is no flattery to say that John McLaren is held in the highest esteem by all who have come under the influence of his acquaintance or example, and is esteemed a safe adviser upon questions of business or social import. Retiring from the board of education in 1893, Mr. McLaren was, in the spring of 1894, elected to the presidency of the Hide & Leather National Bank, one of the stanchest as well as one of the oldest banking institutions of the city, and in May, 1894, was appointed by Judge Horton, of the Superior Court, as a trustee to succeed the late Hugh A. White, as a

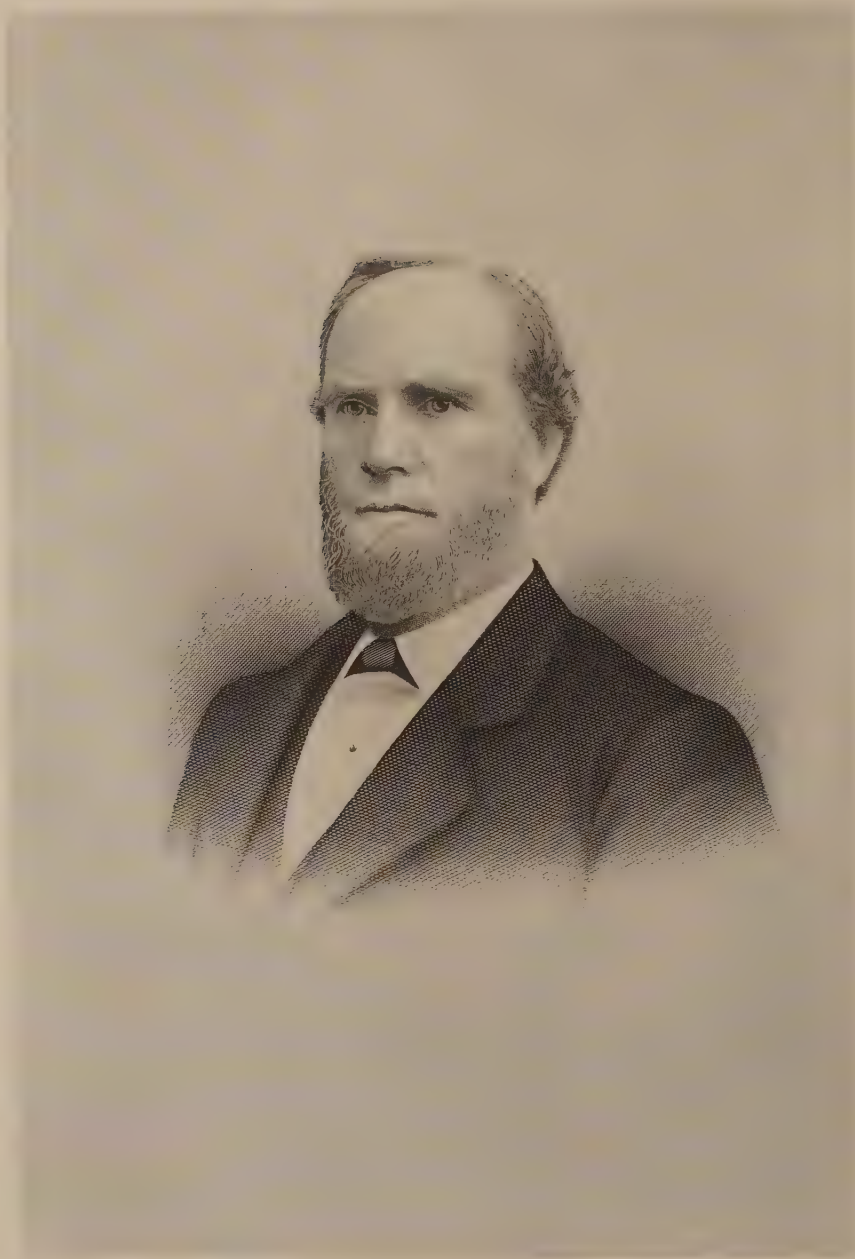
trustee of the important trust fund created by the late Allen C. Lewis for the purpose of establishing a free reading-room and institute for the education, use and benefit of all who desire the advantages of a polytechnic school, but are otherwise unable to secure the privilege. The fund thus created now amounts to nearly one and a half million dollars, and the selection of Mr. McLaren to so important a trust is no small compliment to his character as a wise and able financier, and is an evidence of the general confidence which is felt in him, in the community in which he has for so long dwelt. Although of foreign birth, our nation can well afford to welcome with outstretched hands such citizens of foreign lands as exhibit the true traits of American citizenship exemplified in the history of John McLaren.

John Mason Loomis. Few men in Chicago have had a more varied, picturesque and instructive history than Col. John Mason Loomis, who has been identified with the lumber industry of Chicago and the Northwest since 1846. Col. Loomis was a native of Connecticut, his English ancestor, Joseph Loomis, of Braintree, Essex County, England, being among the early pioneers of the country, having reached the port of Boston, July 17, 1638, and two years later becoming the purchaser of a large tract of land at or near Windsor, Conn., at the confluence of the Farmington with the Connecticut River, a property which has remained in the Loomis family to the present day. The father of John Mason Loomis was Col. James Loomis, of Windsor, who was, in the early part of this century, a prominent merchant, mill owner and farmer, with a decided taste for military tactics, being for several years colonel of the First Regiment of Connecticut State Militia, an organization which, under the State laws, demanded a military drill, at least once in each year, from every able bodied citizen between the ages of eighteen and forty-five. "Training Day" (the first Monday in May) was one of the most important in the calendar of the Nutmeg State, vying in popularity with Independence Day. It was but natural that the son of the central military figure of the region, should become imbued with, and develop a remarkable military genius. The mother of John Mason Loomis was Abigail Sherwood Chaffe, of Greenfield Hill, Fairfield County, Conn., from an old colonial family of high standing, noted for the large number of successful medical practitioners who had made the name honored throughout the State.

The subject of this sketch was educated in the common schools and academy of Windsor, which in his youth ranked with the best of the educational institutions for which the State of Connecticut has, from the earliest days of the nation, been noted, graduating from the Connecticut Literary Institute at Suffield, Conn. On leaving the institute he received a practical business training in his father's store, but his military predilections were stronger than his business instincts, and as the naval branch of the service presented many charms to the young men of the day, he applied for a position as midshipman in the navy and was enrolled as a supernumerary, but becoming tired of waiting for orders, he shipped as a common sailor in the, then prominent, Chinese

trade. Meantime, however, at the age of eighteen, he was elected captain of a company of State militia, and thus was still further stimulated in his military predilections. Returning from sea, he, in 1846, accompanied a brother on a trip to the West, but not finding a desirable business opening, his brother returned East, leaving John at Chicago, whence, finding no employ, he went to Milwaukee and was fortunate in being permitted to work without compensation in the lumber office of M. W. Clark & Co., supporting himself as best he could from the scanty savings of odd jobs of work. During the winter the firm was engaged in building a vessel for their lumber trade, a schooner carrying about 80,000 feet, and the advice and opinion of the young sailor was gladly availed of. The building of the schooner crippled the finances of the firm which had by this time formed so favorable an opinion of the young man, that they induced him to buy their lumber yard, taking his notes for the purchase, which amounted to about \$4,000. In the trade they allowed Mr. Loomis \$62.50 for his year's work with them. The yard was located on Walker's Point, and a year later Mr. Clark joined him in a partnership which continued until January, 1849, and on August 20, of that year, Mr. Loomis was married to Miss Mary, daughter of Hon. Milo Hunt, of Chenango County, N. Y. About this time he formed a partnership with James Ludington, for the purpose of carrying on a commission lumber trade, and, deeming it advisable to remove the business to Chicago, the lumber stock in his Milwaukee yard was loaded on a couple of schooners, and, on arrival at Chicago, was sold to Chicago's only colored lumberman, one Platt (who was a successful operator for several years, accumulating quite a fortune, but whose name we do not find in any of the directories, possibly from the prevailing racial prejudices of the day). The commission business of that period was conducted in connection with storage lumber yards, the lumber not being sold by cargo as at present.

The firm now located in a storage yard commission business on the corner of Madison and Market Streets, subsequently moving to Twelfth Street and the river, where Loomis & Ludington were in successful and prosperous business until the breaking out of the war of the Rebellion, Mr. Loomis having exclusive charge of the Chicago end, Mr. Ludington residing at Milwaukee and attending to the extensive interests of the firm, which at this time practically owned or controlled a large proportion of the villages of Manistee and Ludington, Mich., with large bodies of pine lands in the adjacent country. On the breaking out of the war the military spirit and genius which had previously been exhibited by "Lieut." John Mason Loomis, of the famous Chicago "Light Guard," received recognition from Gov. (Fighting Dick) Yates in the offer of the colonelcy of the Twenty-sixth Regiment of Illinois Infantry Volunteers, which Mr. Loomis had been prominent in organizing. No better selection could have been made, and the record of fifty-seven battles and skirmishes, and a march of 6,931 miles during the ensuing three years, well merited the eulogium of Gov. Yates, when, at the time of the re-enlistment of the Twenty-sixth Regiment, he said, in speaking of its efficient service :



John Oliver

"When I selected Col. Loomis as the commanding officer of the regiment, it was not because he had raised it. I selected him because of his ability to command, for his military talent, and for his devotion to his country, and I was not mistaken in the man. He has proved equal to the emergency. The names of New Madrid, of Island No. 10, of Iuka, Corinth, Farmington, Vicksburg, Jackson, Tunnell Hill and Chattanooga, which are inscribed upon its battle-scarred flags, and upon those fields which its valor won, afford ample evidence of the valuable service which was performed there. We have watched you through long and tedious marches, through sufferings and trials. In that memorable battle of Tunnel Hill we saw you march undismayed at the head of the army and receive for your valor the praise of your commanding generals, Grant and Sherman."

Col. Loomis was in command of the brigade to which his regiment was attached, and while gaining the reputation of the "fighting Colonel," won the higher honor which was embraced in the affection and confidence of the brave soldiers of the command, who found no fatigue too great, no danger too menacing, when their loved Colonel was in the lead.

On leaving the army in 1864, Col. Loomis returned to Chicago a poor man, with ready means scarcely sufficient even to purchase a civilian suit. Fire had devastated his residence and destroyed all of his household goods. His business was broken up and his resources destroyed. His large interests in Michigan had been put beyond his reach, and he was almost literally penniless. Never possessing a taste for business pursuits, he overcame a repugnance increased by his military service of over three years, and with the same undaunted courage which had marked his career in the army, he, with the assistance of a few friends, again essayed to build up a business in the commission lumber trade, and although the struggle was long and severe, he, with the confidence of his patrons, soon succeeded in establishing a paying business, and was soon again an investor in the valuable pine lands of Michigan, increasing his holdings as rapidly as his means and credit would permit. Organizing the Pere Marquette Lumber Company, of Ludington, Mich., about the year 1868, he has since controlled its vast operations and has recouped the losses of the earlier period, and is now in the enjoyment of a handsome competence, wrung out of adversity by persistent effort and wise economy. In the year 1870 he joined with him in the commission business Mr. John McLaren (his book-keeper since 1865), and the firm of John Mason Loomis & Co. was for many years the leading commission lumber house of South Water Street, none standing higher in the business circles of the city. On the retirement of Col. Loomis in 1885, the firm became McLaren & Morris, and so continued until, by the retirement of Mr. McLaren (now president of the Hide and Leather Bank), T. G. Morris & Co. became their successors. In social life and in his public relations Col. Loomis has ever occupied a high and enviable position.

As a member of the Relief and Aid Society, organized some years previous to the fire, and to whom the contributions of a sympathizing nation for the relief of the unfortunate sufferers by the great fire of 1871 had been turned over, Col. Loomis'

services were found to be invaluable, his administrative ability proving to be of the highest order. He served one term as auditor of the board with marked efficiency, and was a member of the auditing committee from 1874 to 1881. As an active member of the Citizens' Association since its organization, his counsels were always conservatively progressive in advocacy of all which could increase the welfare of the city. As chairman of its military committee, he has done more, perhaps, than any one man to promote the efficiency of the Illinois State Guard, his military training and experience, combined with his practical good sense and judgment regarding the true relations of this important arm of the nation's safety, have gone far toward its efficient establishment and maintenance. Through his individual efforts not less than \$50,000 has been raised by popular subscription in its interest, to be expended in the purchase of arms, clothing and equipments, and its present efficient condition is largely due to his wise efforts in its behalf. But his philanthropic and patriotic endeavors have not been confined to the State of Illinois or the city of Chicago. In connection with other members of the Loomis family he was interested, in 1878, in the incorporation of the Loomis Institute, in his native town of Windsor, Conn., the aim of which is to give free education to all persons between the ages of twelve and twenty years (preference being given to those more nearly or remotely connected with the Loomis family by ties of consanguinity), who possess the elementaries of an English education. The institution is located on the estate purchased by Joseph Loomis in 1640, fifty acres of which have been generously donated by its present owners for that purpose, it still remaining in the Loomis family. An endowment fund has been established which is intended to reach from \$1,500,000 to \$2,000,000 for its sustenance and maintenance.

Although approaching his seventieth year, Col. Loomis is yet active and vigorous, and is still alive to the wants and interests of the city of Chicago and the great West. He has lost none of his military fervor, and takes great interest in the Loyal Legion, of which he was a charter member, and of which he was elected vice-commander in 1880, and in 1884 was elected commander, to succeed the gallant Phil. Sheridan, in the Illinois Commandery. He is a member of George H. Thomas Post of the G. A. R., and holds the honorary position of colonel for life, of the military survivors of the Twenty-sixth Regiment, Illinois Infantry Volunteers. He is a member of Grace Episcopal Church and an honored member of various social organizations, including the Chicago, Calumet, Union, Washington Park and Tolliston Clubs.

In politics he is a staunch Republican, yet liberal in his views, more desirous of seeing good and pure men in official positions than of advancing partisan ends. As a member of the fraternity of lumbermen he has ever been held in the highest esteem from his first advent in the trade, and no man stands higher in the community in all which contributes to the good name of merchant, soldier or citizen. His has been a life of business vicissitudes and business success, but above all, a life worthy of study and imitation, especially by those who would find the royal road to success and happiness.

James Soper*, a brother of Albert Soper, was born at Rome, N. Y., March 18, 1830, a son of Philander Soper, a farmer, who, before engaging in this occupation, had for some years been known as a carpenter and builder. The Soper family had for generations been engaged in building and wood working, so that in taking up the lumber business James was but following the instincts of heredity. His education was completed in the common schools and academy at Rome, and at the age of eighteen he entered the employ of his brother Albert, who was the first to introduce machinery for the manufacture of sash, doors and blinds in that section of the country. Remaining at this work until 1856, he came to Chicago and entered the employ of Cobb & Gage (Eli Gage, father of Lyman J. Gage of the First National Bank) in the planing mill business, and after a few years' service as foreman of the mill purchased the Cobb interest, and the firm became Gage & Soper. About 1866 Mr. Gage sold his interest to Col. Wesley Brainard (his son-in-law), and the firm became Soper, Brainard & Co., Jonathan Slade being the company. This business was continued on the corner of Beach and Polk Streets (rebuilding after the fire in 1871) until in 1878 when he disposed of the property to a railroad company and purchased the interest of George Park, in the firm of Park & Soper (Albert), located with planing mill on Canal Street, near Eighteenth Street. The firm now became Soper, Bros. & Co., consisting of Albert, James and James P. Soper (a nephew of James). In 1884 this firm, together with that of the Soper & Pond Company, was merged into a corporation known as the Soper Lumber Company, James Soper being the vice-president, and on the death of Albert Soper in 1890, James became president of the company, and occupied that position until his death in October, 1891.

He was twice married, his first wife being Marietta Pond, of Camden, N. Y., who died in 1875, leaving three sons, two of whom have since died. In 1878 he married Miss Mary E. Craighead, of Dayton, Ohio, who, with one daughter and two sons, still survive.

James Soper was a man who was not only respected but beloved by all who knew him. Genial, upright, a man of the strictest integrity, he possessed the confidence of all who came into business contact with him, while in his social relations his high notions of honor won for him the many warm friends, who esteemed him for noble qualities of heart and of life. His example was one worthy of emulation by all who can appreciate those nobler qualities which tend to make life broader and better in all its relations to man or to the Deity. He was a member of the Presbyterian Church of Riverside (a western suburb of Chicago), and was a trustee of the same at the time of his decease.

Peter Fish. A wise man once said, "Let me make the songs for a people, and I care not who makes the laws." The lumberman's travesty upon this sentiment would be, "Let me choose the inspector, and I care not who sells the lumber." Upon the

* Too late for classification, 1850 to 1890.

principle that "well bought is half sold," the question of inspection becomes the most important one of the trade, both to the buyer and seller of lumber. The inspector of lumber stands as an arbiter between the parties to a contract, and upon his honesty depends the value of lumber to the seller, and is an assurance to the buyer that he shall receive full value for his money. The lumber inspector is, therefore, one of the most important factors entering into the wholesaling of lumber, and upon his reliability depends the prosperity of both manufacturer and dealer.

Peter Fish has for many years been recognized as the leading lumber inspector of Chicago, and has attained that reputation, not more from an ability to determine the different classes of stock, than from the confidence born of experience, that his knowledge and judgment are honestly applied.

Mr. Fish is a Prussian by the accident of birth, but a thorough American by education and life-long experience. He first saw the light at Bekond, a small village, nine miles from Treves, in 1837. His father was a farmer by occupation, who, in 1846, landed in New York City, and made his way west to Buffalo, and a few months later to Chicago, where he died in 1874. Peter received his education during the next six years in the schools of Chicago, and at the age of fifteen took a clerkship in a grocery and dry goods store on the West Side, and two years later (1855) began tallying lumber for E. P. Wood, then a prominent lumber inspector of the market, with whom he remained a close student of lumber in its various grades for three years, when, as a journeyman inspector, he entered the employ of Crumb & McKaig, then doing a large inspection business.

In 1861 he entered into partnership with Mr. S. P. Crumb, forming the firm of Crumb & Fish, which continued until two years later. Mr. Crumb retiring, he was joined by Christopher Johnson, and the inspection firm of Fish & Johnson was continued until the winter of 1868-69. Operating alone for the succeeding three years, he was joined by his brother John, who was also a lumber inspector, and Peter Fish & Bro. continued the business until 1874, when the Lumberman's Board of Trade, which was organized in that year, appointed him Chief Inspector of the Board, at a salary of \$3,500 per year, and virtually placed the whole inspection business of the city under his general management. Amid all the mutations of the inspection branch, down to the present time, Mr. Fish has been recognized as the leading inspector of the Chicago market, and as a competent and honest arbiter of all disputed cases of inspection which should be submitted to him; and his judgment of the competency of an applicant for an inspector's license has at all times been accepted by the officers of the Exchange, and the general trade of the Northwest, as final and conclusive. He for many years held the position of chairman of the Advisory Board of the Exchange, in the appointment of inspectors. Mr. Fish partially turned aside in 1877 to establish a hardwood lumber yard on the corner of Canal and Fulton Streets, but closed it out during the following year. In 1888, without relinquishing the large



R. H. W. Elwell

business which years of faithful endeavor had built up at Chicago, he established branch offices at Ashland and Washburne, Wis., in connection with John E. Irvine, and Fish & Irvine were, until 1892, accorded fully two-thirds of the inspection and commission purchase business of the Chequamagon Bay. In 1892 Mr. Irvine retired from the firm, and Mr. Fish associated with him W. E. Wooding and S. E. Brace, and the Wisconsin firm is now Fish, Wooding & Brace.

Mr. Fish was married in 1865 to Miss Rebecca C. Gosselin of Chicago, four sons and four daughters resulting from the union, of whom two of the sons are deceased. Mrs. Fish died in May, 1893.

George Woodley. From the earliest days of the trade until about 1874, it was the practice of the Chicago lumber dealers to seek their customers not only among the retail dealers of the country, but as well among contractors and individual consumers. About that time, however, the organization of "Granges" among the farmers of the West and the inauguration of what were known as "Retail Dealers' Associations" in various states of the West, called attention to the fact that the practice was inimical to the interests of the retail dealers in the country, and while the wholesalers did not for several years take kindly to the restrictions which some of these associations imposed, and continued to an extent, at least, to pursue the same course as formerly, yet the dealers of Chicago were unanimous in denunciation of what they were pleased to term the "scalping" trade pursued by certain parties who made a specialty of filling consumers' and contractors' orders, albeit none of them declined to seek the trade of this class of dealers, prominent among whom was the subject of this sketch.

George Woodley was a native of Pharsalia, Chenango County, N. Y., where he was born in 1832. His father was a farmer, and George spent the first nineteen years of his life in the common schools and academy of the town, in alternation with work upon his father's farm. At the age of twenty-one he, in 1853, came to Chicago and settled as a school teacher at Sugar Grove, in Kane County, being at the same time interested as a partner with N. W. Thompson in a country store at the same place, where he learned to measure lumber in a local yard of that town. With little intermission he pursued the calling of teacher and farmer until 1860, when he became interested with Jacob Haisch (in later years noted as the "Barb Wire King") in a lumber yard at De Kalb, selling his interest in the following year and spending the next two years on the farm. In 1863 he returned to Chicago, and engaged in the produce commission trade, with Wentworth, Hibbard & Co., corner of Wells and Kinzie Streets, until the fall of 1865, when he engaged in the purchase and manufacture of cedar telegraph poles, tan-bark, ties and cordwood at Ahnapee, Wis. Returning to Chicago in 1866, he engaged as a commission dealer in wood, ties, bark, etc., opening a yard on Grove Street, near Archer Avenue. Disposing of this yard in 1869, he opened another, one block to the north, where he remained until 1871, when, while still continuing his business, he took a contract to grade fifteen miles of the Austin

branch of the Houston & Texas Railroad, a venture which did not result as favorably as he had hoped. Resuming the lumber business in this city in 1872, he continued the yard trade on Paulina Street in connection with James Charnley, under the firm name of George Woodley & Co., until 1888, when the yard was relinquished and the business continued from an office on South Water Street. In 1890 he purchased the Charnley interest, and has since operated by himself, his trade being principally direct to consumers throughout the West. In 1874 Mr. Woodley was the recognized (virtually appointed) purchasing agent for the "Illinois Patrons of Husbandry," a Granger organization, and has held this position from that time, as well as a similar position with the "Iowa Farmers' Alliance" (since 1891), and of the "Missouri Patrons of Husbandry," with all of which organizations he has built up a large and profitable trade direct to the consumer.

He was married in 1869 to Miss Harriet Jane Rogers, of Chicago, and, with his family of two sons and two daughters, resides in the handsome suburb of Evanston.

John Garrick. Among the names most intimately associated with the earlier efforts to bring the lumbermen into united endeavors for the good of the trade, must be mentioned that of John Garrick, the second secretary of the "Lumberman's Board of Trade." Mr. Garrick was born at Copenhagen, Denmark, in 1825. His father, John L. Garrick, was prominent in public life, and represented the Court of Denmark as Consul General at Mexico, and later in Cuba.

John saw but little of his father in his younger days, and at the age of twenty-three, in the year 1848, left home for America, coming direct to Chicago, and soon after settled on a farm near LaSalle, where he remained but a year, when he went East to spend a winter in New York with his mother, who had followed him to this country. Chicago, however, presented the greater attractions for the young man, who returned in 1850, with but an honest face and willing hands as his capital in life. He first entered the employ of a soda water manufacturer at a salary of \$4 per week, and began to make acquaintances, among whom was Robert Osborn, book-keeper for Hugh Dunlap, who secured him a place in the lumber yard of Milne & Ferguson, at Kinzie Street bridge, and later with George C. Morton, with whom he remained for several years. In 1857 he began a commission lumber business on a small scale, with office on Stowell's Slip at Twelfth Street, being at the same time employed by George M. Higginson (with whom he commenced in 1855), docking for and otherwise assisting him, and being joined a year later by Newberry C. Hills. Hills & Garrick operated a yard on the east side of the South Branch near Eighteenth Street, until the fall of 1858, when the business depression caused them to withdraw, and Mr. Garrick entered the employ of Nelson Ludington, in charge of his yards, where he continued until superseded by A. G. Van Schaick in 1860.

In 1861, Mr. Garrick again entered the commission trade with office in the Lind block, corner of Randolph Street and the river, and here seeing the advantage to



Wm H. Beidler

accrue from a central point at which lumber vessels could congregate, he secured and started as a private enterprise, what has ever since been known as "the lumber market;" the stopping of vessels consigned to him, naturally attracting others to rendezvous at the same point. This originated the vast business which for many years past has paid dock fees on from 300,000,000 to 400,000,000 feet of lumber, 150,000,000 shingles, and a vast quantity annually of coarser forest products consigned for sale, the fees being to such cargo, only a pro-rata of the rental paid for the dockage privileges. Shortly after the organization of the Lumbermen's Exchange, in 1869, it assumed the enterprise, which has since been handled by the "Dock Committee" of the Exchange. On the revival of the Lumberman's Board of Trade of 1859, which had lain dormant from 1861 until 1866, Mr. Garrick was elected secretary and served without compensation for two years, being preceded in 1859 and 1860, by Nathaniel A. Haven, and succeeded in 1867, by W. L. Southworth, who held the position without compensation until 1875. Mr. Garrick was an ardent and outspoken Democrat, and when the news of Lincoln's assassination reached Chicago, the intensity of the excitement led several of his Republican friends to charge him, as a Democrat, with complicity in the dastardly act, and a meeting was held at the headquarters of the Lumberman's Board of Trade, where their secretary was denounced, and resolutions passed binding the trade to have no dealings with him, and declaring the office of secretary vacant. Mr. Garrick met the charges boldly, and denounced the participators in the meeting as demagogues and hypocrites, declaring that with all their resolutions, there was not a man among them, but would buy his cargoes if they could obtain them for a dime less than others demanded. Mr. John Woolner, a merchant in the same line, occupying a portion of the same office with Mr. Garrick, was so much pleased with his defense, that he at once proposed a partnership, and Woolner & Garrick carried on a large lumber and tie business for several years, the participators in the meeting above mentioned being among their best customers. In 1876, Mr. Garrick was appointed chief deputy sheriff of Cook County, under Charles Kern, which office he held during 1877 and 1878. Mr. Garrick has not since then taken a very active part in the lumber business, while still retaining the commission business of a few of his old friends, occupying his time principally in the care of his real estate on the West Side.

Herbert Friend Seymour. Among the younger generations, albeit those who have for so long a period been associated with the lumber trade of Chicago, as to entitle them to the appellation of veterans, we must mention the name of Herbert F. Seymour. Mr. Seymour was born in 1845, at Boston, Mass. His father came from an old colonial family, among the noted descendants of which in later days was Gov. Thomas Seymour, of Connecticut. The American history of the family dates back to 1643.

Herbert F. was a graduate of the Boston common and high schools. At the age of sixteen his father, "Friend" Seymour, a contractor and builder, took the boy into

his business and taught him the trade of a carpenter. At the end of his apprenticeship, he, in 1872, came to Chicago and entered the employ of the firm of Goss & Phillips, at their lumber yard, on Center Avenue, where, under Superintendent Andrew Moody, the young man learned the routine of the lumber business in sorting, measuring, inspection and shipping, and was sent by the firm to Bear Lake, Mich., where he attended to their inspection business in connection with their shipments to Chicago. In 1874 he entered the employ of Gifford, Ruddock & Co., as salesman, and on the retirement of Mr. Gifford, continued with Ruddock, Parmenter & Co., and their successors, Ruddock, Nuttall & Co., until 1880. Spending the following year as a commission buyer for the country dealers, he, in 1882, formed a partnership with John Sargent, and under the name of Seymour & Sargent, went into the carload commission trade, largely in Southern timber, then a variety in the Chicago market. During this year, T. K. Edwards, lumber solicitor for the Illinois Central Railroad induced Henry Otis, of New Orleans, to make a shipment of Mexican mahogany and Spanish cedar to the firm, which, while difficult of sale, was the forerunner of what became an extensive trade a few years later. The first car of cypress to reach this market was consigned (through Mr. Edwards) to Seymour & Sargent, in 1885, the forerunner of a trade, which in 1893 had reached sales of fully 10,000,000 feet per annum in Chicago and its vicinity.

In 1886 Mr. Charles Ruddock took the place of Mr. Sargent and the firm of H. F. Seymour & Co. commenced the accumulation of a stock of cypress at the yard of Ruddock Bros., on Laflin Street. In the following year, the trade having largely developed, the firm became Ruddock & Seymour, with an extensive yard on the Illinois Central pier, in which an average stock of about 1,000,000 feet of cypress, with a complete assortment of yellow pine, of the very best quality and grades, gave increased impetus to the consumption of those varieties of timber in this section. The trade steadily increased until in 1891, when by reason of the removal of Mr. Ruddock to Minneapolis, where he had large lumber interests, the firm was dissolved, and Mr. Seymour accepted the position of official representative in the North and East of the Southern Cypress Lumber and Shingle Association, with offices at Chicago and New York, cypress being now one of the staple articles in the lumber trade in the North.

Mr. Seymour was married in October, 1882, to Miss Adelaide Gill, of Aurora, Ill., daughter of the late Charles Gill, Esq., an extensive flour miller of that town.

William J. Carney, of the lumber firm of McElwee & Carney, was born in Ireland, September 20, 1855. The family was old in Ireland when the Danish army lost over 15,000 men at Clontarf in the year 1014, for among the nine legions of Ulster, present on that field, were many members of the clan O'Kearney of Monaghan. Centuries later, when Henry VIII., Mary, Elizabeth, James I., Cromwell and Charles II., introduced confiscation and plantation, the family became scattered, and, in 1689,

were driven from their native province because they would not surrender their opinions or ally themselves with the English borough planters. Toward the close of the seventeenth century the name was common in Sligo and Mayo Counties, for in the last named district, particularly, the refugees were hospitably received. In time the name was Anglicized—Carney, and so it is now written. William J. Carney's parents, John and Bridget (Fahey) Carney, were natives of Mayo, and in that county he was born on the date given.

The persecutions of the seventeenth century were carried on under other forms in the nineteenth century; so that the Gael was pushed westward, yielding his place in Ireland to a conglomerate race, and stepping, as it were, into the place of another race in America, pushing that race also westward. In the fall of 1864 the Carney family came from the hills of Mayo to the prairies of Illinois, and settled at Chicago. Here William J. attended the old Kinzie school until the age of fifteen years, when he entered Drew's Commercial College. Soon after he was engaged by W. J. Frawley & Co., at \$4 a week to tally lumber off the boats, and with that firm he remained until 1874, when he became bookkeeper for the lumber firm of Eggleston, Hazelton & Co., whose office was here and whose mills were at Clyde, Mich. He remained with that firm until 1877, when he received the appointment of bookkeeper and salesman for the Mackinaw Lumber Company. In 1885 he left that position to become a partner of R. H. McElwee in establishing the lumber, shingle and cedar commission house, now so favorably known in lumber circles. In 1881, he and his brother, B. J. Carney, established lumber yards at Grinnell, Iowa, and later, yards were established by them at Marshalltown and Des Moines in that State. All these yards are still operated by the firm of Carney Brothers.

Mr. Carney is also interested in the firm of McElwee & Co., composed of Jesse Spaulding, Perley Lowe, E. J. Scofield, W. J. Carney, and R. H. McElwee, manufacturing from 28,000,000 to 30,000,000 feet of lumber annually at Marinette, Wis. This firm was organized in 1881, and its success is largely due to the wisely directed efforts of Mr. Carney, coupled with careful study of conditions and wise appreciation of methods leading to success.

His marriage with Miss Terese E. Cunningham was solemnized in December, 1881. This lady is a daughter of Peter Cunningham of Utica, N. Y., where she was born. Her father moved to Chicago after the civil war; was appointed secretary by Mayor Heath in the seventies, and held that position while the Hon. Carter Harrison filled the office of mayor. The children of this marriage are Otis and Roy. The family belong to the Old Church, to which their ancestors had belonged since the fires of the Irish Druids were extinguished, in the fifth century.

Mr. Carney carved out his own fortune among the lumber piles, and understands his business down to its most minute details. He is practical and business-like in his dealings, full of energy; and, unlike the grumblers of the community, has faith in this western city and her people.

William Ripley. The father of the subject of this paper was born in Connecticut May 27, 1782. March 31, 1805, he married Susan Bingham at Lisbon, Conn., and moved to Ellsworth, Ohio, in the spring of 1806, requiring seven weeks to perform the journey, as at that time there were no public conveyances.

They suffered many privations and hardships for several years, as they were among the early pioneers of Trumbull County, Ohio, where they settled, being annoyed more or less by Indians, who still remained in that portion of the State, and did not leave until after William was born. One instance will suffice as to the privations. His father rode on horseback forty-four miles to buy a bushel of salt, for which he paid \$5, and it being so wet, a large percentage of it drained out of the bag on the way home, which nearly ruined the horse by causing a great scald on his back.

William was born July 9, 1818, being the sixth of seven children. His father was a farmer by occupation. At the age of twelve William engaged as a clerk in a country store, which position he occupied until he embarked in business for himself, at the age of eighteen, at Berlin Centre, Ohio, afterward at Ellsworth and Poland, covering a period of eighteen years.

July 18, 1839, at Ellsworth, Ohio, he married Ann Eliza Fitch, daughter of Richard Fitch, Esq. One of the children by this marriage, Adaline, was born at Ellsworth May 11, 1842, and died in Chicago November 26, 1880. Another daughter, Orianna, was born October 2, 1844, and married H. B. Smith, and is now living at Minneapolis, Minn.; they have two children, Joseph E. and Anna. August 7, 1848, William married for his second wife B. Eliza Allen, daughter of Asa W. Allen, Esq. Two of the children by this marriage, Gordon and Bradford W., are associated with him in business at 36 La Salle Street, Chicago. A daughter, Ann Eliza, died in 1869 at the age of seventeen.

Gordon married May Dulinsky, of Burlington, Kan.; they have three children, Pearl, B. Eliza and William, and live at Oak Park, Ill. Bradford W. married Anna I. Dunton, of Chicago; she died January 16, 1890, leaving two children, Allen B. and Ruth. April 5, 1893, he was married to Persie P. Peck, of San Francisco. Both sons are now associated with their father in business. In the year 1854 Mr. Ripley moved to Madison, Wis., and at once engaged in the lumber business with William A. Mears.

After residing in Madison eleven years, following various pursuits, May 1, 1865, he moved to Chicago (the day our lamented Lincoln lay in state in the court-house). The first year of his residence in Chicago he was associated with William Porter and A. G. Sherwin, under the firm name of Porter, Ripley & Sherwin (who also moved to Chicago from Madison about the time he did). They established a yard and dock on the site where now stands the Star and Crescent mills, the southwest corner of Randolph Street bridge. They had previously bought a hardwood mill and several hundred

acres of land at what was then known as Fuller's pier, on the east shore of Lake Michigan, a few miles south of St. Joseph. The following year the old firm dissolved, and Mr. Ripley established an office at the northeast corner of Lake Street bridge for the purpose of doing a general commission business, and dealing in all kinds of lumber, especially hardwood, railroad ties, cedar posts, telegraph poles, etc., etc. At that time cedar ties had never found a market in Chicago, oak and hemlock having the prestige, but being satisfied that cedar would not decay as soon as either of the other woods, it having a life of about twelve years, whereas the life of oak was but seven or eight years, and of hemlock but four or five years unless it was burnitized, he finally persuaded Mr. Manvel, who was at that time with the Chicago & Rock Island Railroad to make an experiment, and sold him 25,000 cedar ties at the *big price* of twenty-three cents each. This was, as he then believed it would be, the commencement of a new era in the consumption of ties, and from that time—say twenty years ago—the trade has grown in importance, so that during the period since, he has in some seasons been a party to the sale of as high as six millions of cedar ties, and which frequently brought as high as forty cents each, and now in this market cedar ties have the precedence. Not one-third the quantity of all other kinds combined, find as ready market here as does cedar. The reader will see by the above statement that if credit is due to any one for introducing and supplying the present demand for cedar ties, Mr. Ripley is justly entitled to all the honor there may be connected with the trade. Of course there has been more or less competition, yet he has never been obliged to surrender the supremacy to any competitor.

There is one other enterprise of which Mr. Ripley feels a just pride, in the success of the undertaking. About the same time he came to the conclusion that cedar is the proper wood for railroad ties, he asked himself, "Why not for paving purposes?" They had already been using that kind of paving to a limited extent, both in Cincinnati and Detroit, and he had had more or less correspondence with the authorities of both cities, and frequent interviews with our own city commissioners (particularly Mr. Prindiville and Mr. Thompson), and finally one of the Detroit commissioners came here and called upon him. He took him up to talk over the possibilities with Mr. Thompson, and they satisfied the latter named gentleman that there was merit in the cedar block, worth at least an experiment, and he at once ordered the intersection of Lake and Wells Streets (now Fifth Avenue) to be paved in the manner in which it was being laid in Detroit. First, preparing a good gravel and sand bedway, cutting blocks six inches long from cedar posts in size five inches and upwards, with a small percentage of four-inch. With this experiment, which was entirely satisfactory, that kind of paving (with the exception, that two-inch hemlock plank is now laid on the roadbed) the trade has grown in importance to the extent that this last season there has been laid in this city alone, over seventy miles in length of cedar block roadway, requiring seven mills to cut the blocks needed for this purpose. This is not all; most of the

suburban towns and cities as far west as Omaha and Kansas City are extensively using this kind of paving. Mr. Ripley feels justly proud of the growth and success of these two undertakings, and that each of them has become such an important factor in the construction of railroads and in the paving of our streets.

Mr. Ripley is well entitled ultimately to have inscribed on his tombstone, "Here lies the pioneer in introducing cedar railroad ties and cedar blocks for paving purposes in all the country West of Lake Michigan." The extent of his business may be comprehended when we say that not infrequently the season's business aggregates over \$1,000,000, covering from 600 to 1,000 vessel loads of material. This includes more hardwood lumber by vessel than any other firm in the city handles, besides wood, bark, etc., etc.

This is the first time Mr. Ripley has consented to permit his business acumen and foresight to be made the subject of publication, but the circumstances seem to justify the end, as the aim and object is to make this work historical. Some people seem to have a passion to be frequently interviewed for the sake of getting themselves into notice, but it is better, he thinks, as a rule, to take the scriptural view of life, "Let their works follow them."

Politically, the first vote cast by Mr. Ripley was in 1840, for "Old Tippecanoe," the grandfather of Benjamin Harrison, and he postponed a European visit until after the election in 1888, in order to help elect the grandson, and voted for him again in 1892, but the returns, for some reason, were not favorable to his re-election, nevertheless Mr. Ripley is still a Republican and expects to continue in the faith until the end. Religiously, he jocosely says, "I guess the less I say about that, the better. I don't believe I have enough of it to do me any harm." Yet it is but just to say, that Mr. Ripley is recognized as a man who is governed by the precepts of the Holy Book.

Robert H. McElwee. It is a fact worthy of note in connection with the lumber business centering in Chicago that the character of products handled, have become so varied, that no company is great enough to expect a monopoly of the trade, nor are they capable of working all successfully and profitably. The result has been, like in all other large enterprises, to divide the trade into specialties, to which a comparatively small number of operators confine their attention and labors, and to invite a closer study of the supplies and markets. The impossibility of any company's ability to give proper investigation to so varied a business as the trade has developed, is unquestionably the principal cause of its division into branches, of the cheapening of products induced by inventions to save labor, and of closer, though satisfactory, margins to the dealers themselves. A trade purely for commissions is one of the important branches developed by the enormous business of Chicago. If properly managed, in the hands of men of probity, sharp observation and keen commercial instinct, this branch of the business has been found to furnish a large revenue, even though the percentage of commission appeared alarmingly small. In fact, some houses here

conduct several branches—commission and manufacturing combined—notably McElwee & Carney, who, in a few years, have established a large and paying trade and gained an excellent reputation for honorable business conduct.

Robert H. McElwee, of the lumber firm of McElwee & Carney, was born at Lexington, Rockbridge County, Va., January 28, 1858. His father, William M., was a native of Yorkville, S. C., who removed to Lexington, Va., about 1850, and his mother, Annie (Harvey) McElwee, was a native of the Virginia Valley, whose ancestors, of Scotch-Irish descent, settled on the frontier of Virginia in early days, and engaged in the furnace business, operating in the iron ore of that section. The grandfather of Robert, Robinson McElwee, settled in Maryland in the seventeenth century, subsequently removing to South Carolina. On both sides of the house his ancestors saw service in the Revolutionary War, his uncles being held for a time as prisoners of war by the British forces. On his mother's side was a general of the army, and one brother was a captain in the Continental Army.

Robert H. was educated at the Lexington schools under the shadow of the Washington and Lee University. When but seventeen years old he entered the banking house of A. D. Hunt & Co., at Louisville, Ky., where he mastered the elementary principles of the business, and three years later, having left that position, he came to Chicago and was employed by the Merchant's National Bank, where he remained five years, filling the position of bookkeeper at one time and having charge of the correspondence of the bank at another. During this eventful period in his career, he acquired much valuable experience in commercial methods, which have proved of great use to him in his subsequent business enterprises. He was appointed treasurer of the Spalding Lumber Company in 1883, when that company was incorporated, and holds that position to-day. His long service for the company, the extensive trust reposed in him and his faithful discharge of every duty prove his ability, high character and special fitness for positions of responsibility. From 1883 to 1885 he was in the office of the company; but when the partnership with Mr. Carney was formed he took his place in the office of the new company. They purchased the business of H. G. Billings at 244 South Water Street in 1885 and became at once one of the largest lumber commission houses in this city. With praiseworthy efforts they reached out for a large share of the constantly expanding trade and succeeded, amid sharp competition, in greatly widening their field of operations and measurably increasing their profits and prestige.

Mr. McElwee is the senior member of the firm of McElwee & Co., manufacturers of lumber, at Marinette, Wis., and also vice-president of the Menominee River Lumber Company, whose office is at Menekaunee, Wis. The last named company dates back two years before the birth of its present vice-president. In 1856 the New York Lumber Company built a mill at the mouth of the Menominee River. In 1871 the mill was burned, but in 1872 new mills were erected, the Menominee River Lumber

Company incorporated, and a large area of pine lands on the Menominee side purchased, at the suggestion of Jesse Spalding who was later vice-president. In June, 1882, he married Miss Elizabeth, daughter of Mr. Jesse Spalding. They are the parents of one child, Nancy A. McElwee.

Mr. McElwee, now in his thirty-sixth year, has made life a success while still young. His integrity and intelligence carried him from school into a Kentucky banking-house, thence to a leading bank of Chicago, and later into the lumber circles of Wisconsin and Chicago. In every position the interests of his employers or associates have been studied as his own and in winning success for them he built up his own reputation. As a financier and able man of business his name is widely known, and his opinions on finance and lumber always prove correct. He is one of the new men who may be credited with making new Chicago.

Thomas Gurley Morris. Thomas G. Morris, of the commission lumber house of T. G. Morris & Co., was born at Madison County, New York, in 1846. He bears the name of his father, being third in descent to bear the honored cognomen, it being that of his grandfather. The family is of Scotch descent, and has resided in Madison County since some time in the seventeenth century, having settled there at a time when the Indians held almost undisputed sway, Thomas *pere* was a merchant of high standing, and gave to his son the advantages to be reaped in the common schools of the section, which was supplemented when the boy reached the age of ten years, by a course in the schools of Chicago, he having in 1856, been taken by his uncle Thomas M. Avery, to reside with him, and to enjoy the educational advantages which, even at that period had secured for this city an enviable reputation. His education here was supplemented by graduation from Wheaton College in 1862, when he entered the lumber yard and office of Mr. Avery at the corner of Canal and Fulton Streets. He remained here, and with another uncle, James H. Morris (later of the firm of Groves & Morris), until the spring of 1871, when he opened a yard at Blue Rapids, Kan., which he operated for the succeeding three years. In 1874 he returned to Chicago, and started a lumber yard in connection with W. H. Haughton, under the firm name of Haughton & Morris. In 1876, John S. Vredenburg, purchasing the Haughton interest, the firm became Morris & Vredenburg, so continuing until 1879, when Mr. Morris abandoned the yard business and entered the employ of H. G. Billings, who was extensively engaged in the commission lumber business on South Water Street.

In 1882 Mr. Morris was joined, in forming a commission house, by George F. Sinclair and H. C. Akeley, and Sinclair, Morris & Co. became an important adjunct to that vast branch of Chicago's lumber business. In 1885 the firm dissolved, Mr. Sinclair removing to Michigan, and the firm of McLaren (John) & Morris was organized. In 1888 Mr. McLaren retired, and the firm again became T. G. Morris & Co., George W. Keehn becoming junior partner, with office at the old location, at No. 2 Franklin



W. G. Carney

Street. In the various business relationship held by Mr. Morris, it is interesting to note the warm friendship which, in each case, survived the severance of business ties, and the high regard entertained for Mr. Morris by the trade at large, as the result of fixed and true business principles, combined with affability of manner, and a conscientious regard for the rights of others. Mr. Morris was married, in 1868, to Miss Julia Pier, of Fond du Lac, Wis., two daughters and a son being the fruits of the union. He is a past master of Cleveland Lodge, No. 211, F. & A. M., having been twice elected to the Oriental chair. Is a member of Washington Chapter, No. 43, R. A. M., and of Siloam Commandery, No. 54, K. T., in each of which he has demonstrated his usefulness in maintaining the beautiful tenets of the order. He is also a member of the Illinois, Chicago Whist and Oak Park Social Clubs. While but in the zenith of life, few men have been more successful in gaining the esteem of their fellow men.

Stanton Andrew Irish was born August 19, 1831, at Shelburne, Chittenden County, Vt. He was educated at a common or district school, leaving the same when but a boy of thirteen years to start out to earn his livelihood. His early business experience was in connection with a general supply store at Hinesburg, Vt., where he received his clothes and board as remuneration during the first year.

Mr. Irish came to Chicago in 1855, and from that date was intimately associated with the lumber trade of this city. Soon after his arrival in Chicago, Mr. Irish commenced business as a book-keeper for the firm of Jennison & Robert. In 1859 he had a commission yard, which was located on Lumber Street, south of Twelfth, south of the premises of Hannah, Lay & Co.

There was, at that time, of course, no established lumber market in this city, and the trade conducted by Mr. Irish, while a commission business, principally in cargo lots, embraced, also, the docking and yarding of such lumber as did not find ready sale. Vessels arriving were stopped at the docks near the mouth of the river, and Mr. Irish hunted up his customers, taking them into his buggy to see the cargoes, which he had to offer. On the 1st of April, 1863, Mr. Irish moved to an office at the foot of Franklin Street, which location subsequently became, and has since continued to be known as, the Lumber Market, and here the remaining years of his life as a merchant were spent.

In 1864 Mr. Irish associated S. R. Fuller with him as partner, and the firm of Irish & Fuller continued for four years. In January, 1868, Mr. George F. Sinclair was associated with Mr. Irish, and the firm became S. A. Irish & Co., continuing until 1870, when, by the admission of Mr. W. H. Bullen, the firm became Irish, Bullen & Co. This firm was continued for eleven years, ranking among the most enterprising and reliable houses in the trade. In January, 1881, Mr. Bullen retiring, Messrs. Irish and Sinclair renewed their agreement for a further period of three years, under the old name of S. A. Irish & Co., but the reaper, Death, within two months thereafter, removed the subject of our notice to higher fields of labor and the reward of a well-spent life.

Mr. Irish took a deep interest in all subjects involving the prosperity of the lumber trade of the city, and was one of the first to discover the necessity of an organized effort for the mutual advantage of the trade.

He was a director in the earlier organization known as the Lumberman's Board of Trade, formed by the manufacturers and commission dealers, and later of the Lumberman's Exchange, operating under a charter granted by the Legislature in 1869, and was largely instrumental in 1875 in bringing about a consolidation of the two, serving also in the capacity of vice-president during the two terms from 1875 to 1877. His business was from the first in the commission branch, but during the last two years of his life he was also a manufacturer, being a heavy stockholder and vice-president of the Cheboygan Lumber Company, whose mills were located at Cheboygan, Mich. One of Mr. Irish's first endeavors to systematize the lumber trade of Chicago was in the introduction of a system as regarded shingles, and in giving to the trade the brand of Boyden & Akeley, as a uniform and standard shingle, he led to a reformation in that respect over the practices theretofore prevailing, and it was his pride to point to them, and their uniformity, while many other brands were receding in grade.

In January, 1859, Mr. Irish was married, at St. Charles, Kane County, Ill., to Henrietta C. Sinclair, of that place.

Mr. Irish filled the position as trustee of the Old South Congregational Church in this city (the Plymouth Church of to-day) for several years, and was treasurer of the board of trustees for two years. In whatever relation of life, Mr. Irish always maintained the confidence and regard of all with whom he came in contact. In his business habits prompt and reliable, in his duties as a citizen always upon the side of what he believed to be right, in his family the affectionate husband and father, few are more missed or more sincerely mourned among all who rejoiced to call him friend and associate.

Ernst Carl Jager was born at Sibbesee, Aut Alfeld, Germany, in 1833. His father was a shepherd, the proprietor of large flocks of sheep. Ernst attended the common and private schools of his native place until sixteen years of age, after which he for six years assisted his father in looking after the flocks. At the age of twenty-two he, in 1855, came to America, and, while learning the ways of the new country, he for a few months assisted a friend, who was a farmer in Wisconsin, but in the summer of that year obtained employment with John Canfield, Sr., at Manistee, working for several months as a common laborer in the saw mill, and for three years as assistant engineer of the mill. In 1858 he came to Chicago in the employ of the Peshtigo Lumber Company, with whom he remained for two years, when, with a good knowledge of the lumber business, he opened an office at 242 South Water Street as an inspector and buyer of lumber, in which he acquired the confidence of the trade and built up a highly lucrative business, at one time almost monopolizing the wholesale cedar post and railroad tie business of the market. In 1860 he was married to Mary

Sontag, of Chicago, who bore him two sons, Frank and Henry, both of whom have followed the business established by their father. His wife dying, Mr. Jager married Susannah Britzius, of Chicago, who has presented him with one son and two daughters. Mr. Jager is a member of Lessing Lodge, F. & A. M., and of Lincoln Park Chapter, R. A. M. He is a member of the Bethlehem Lutheran Church, of which he has been treasurer for the past ten years. He has accumulated a goodly portion of this world's goods, being the owner of considerable property on the North Side, including several public buildings. He has proved himself the kind of foreign-born citizens who will always be welcome to the land of his adoption, lending his influence to the firmer establishment of sound Republican principles among those of his fellow-countrymen who come under the scope of his influence.

Reuben Knox. While not an "ancient" in the lumber trade, Reuben Knox, of the firm of Bickford & Knox, has been for several years one of the most prominent among the commission lumber dealers of Chicago. He was born at Rock Island, Ill., June 15, 1849, of good, old Yankee stock, his father, Joseph Knox, by profession a lawyer, having gone from Hardwick, Mass., to Rock Island in 1837.

Reuben was given the advantages of the already excellent school facilities provided by the wisdom of the founders of the State of Iowa for the youth of the State, until at the age of eleven years, when his parents removed to Chicago, and continued him in the schools of this city, until, passing through the high school, he took an elective course at the Chicago University, then in the height of a prosperous career as one of the leading universities of the West. Here he abjured the useless routine of Latin and Greek, determining early in life upon following a mercantile rather than a professional career, and perfected himself in mathematics and other solid branches of education, better adapted to ensure success in business life, rather than in acquiring such knowledge of the dead languages as is considered a requisite in professional occupations. At the age of twenty-one he entered the employ of Hubbard & Jackson, dealers in real estate, and in 1872 began the business of grain buying in Iowa, in connection with an office in Chicago, and followed this business for the two succeeding years.

In 1875 he obtained a position in the Chicago Custom House under Collector Norman T. Judd, who was an appointee under President Grant. Here Mr. Knox developed such aptitude and proficiency that he was in demand by the several chiefs of department, each one of whom contended for his services, so that during the three years before a new collector was appointed Mr. Knox had served acceptably in each department of the office. In 1875 he married Miss Mary E. Bickford, daughter of R. K. Bickford, a veteran in the lumber trade of this city, and on leaving the Custom House became connected with his father-in-law in the commission lumber business, under the firm name of R. K. Bickford & Co., which, in 1881, became Bickford & Knox, and as such has from that time been one of, if not the leading house in that branch of the city's trade, with office at 242 South Water Street.

Mr. Knox is one of the most genial of the many lumbermen of the city, and none enjoy a greater measure of popularity and general confidence.

If there are any stormy days in the routine of his business life, his buoyant spirits fail to disclose them to his friends, and in this, added to excellent and reliable business traits, is found the secret of the invariable respect with which he is held in both social and business relations. Fond of a gun, he has long been known as one of a coterie of merchants who enjoy an occasional vacation for the purpose of hunting, and is invariably the life and inspiration of the party.

He is a member of Evans Lodge, No. 524, F. & A. M., and resides with his wife and five children, of whom three are sons, at the beautiful suburb of Evanston.

James Fraser. It is a matter of surprise to the historian to find still living and in the active pursuit of the lumber business of this city so large a number of those who began with the early days of the city's history. One such is James Fraser, who dates his first connection with the lumber trade of Chicago back to 1855, and is still active in its pursuit while alive to the changes which demand that its present participants should keep abreast of the times.

Mr. Fraser was born at Paisley, Scotland, in 1829. His father, William Fraser, was a manufacturer of the laces and muslins for which the Scotch city has long been noted, and on leaving the schools of that city James was set to work to learn the trade and business of his father. In 1855, however, he decided to leave Scotland and throw in his influence and talents with the progressive new country beyond the Atlantic. Reaching America, he found his way to the West and entered the employ of J. B. Young & Co., lumber dealers, at Rockford, Ill., where he remained for three years, doing the general work of a retail yard. In the fall of 1858 he removed to Spring Lake, Mich., where he formed a partnership with Hunter Savidge in the firm of Montague Savidge & Co., which afterward became Cutler & Savidge. Here he had a chance to display the diversified talent demanded in the work of the office, the saw mill and the woods. It took him but a year to acquire a system full of *ague*, as well as a good practical knowledge of the intricacies of the manufacturing department of the lumber business, and, shaking himself out of Michigan, he came to Chicago and entered the employ of Benjamin Brewster, whose yard was located on Clark near Twelfth Street, where he again assumed the position of officeman, shipping clerk, salesman and general factotum, as was the custom of the day. The next year, however, he went to Galt, Ill., and opened a lumber yard, in connection with the purchase of grain. Here he remained from 1860 until 1866, when he returned to Chicago and entered into partnership with Oscar Brewster, and the firm of Brewster & Fraser, commission dealers, at 242 South Water Street, continued until 1869, in which year, by the addition of William Meglade, the firm became Brewster, Meglade & Co. until its dissolution in 1870. For the succeeding two years Mr. Fraser was alone in the business, but in 1872 he was joined by William Southworth, and the commission house of

Fraser & Southworth continued until 1879, when it was dissolved, and Mr. Fraser remained alone in the prosecution of the commission business until 1892, when he was joined by Iretus B. Krum (of a former firm of Krum, Douglas & Congdon, who had been in the business one or two years previous), and Krum, Fraser & Co. enlarged their business to conform to the changed condition of trade, by adding the car trade to the handling of cargo lumber, their operations being largely with Wisconsin mills, and those of the Pacific coast and Southern States. Mr. Fraser was the first among Chicago dealers to introduce the Oregon and Washington fir to the Chicago market, which he did in 1888 by bringing a carload of car sills and car siding, to the Pullman Car Company, and about the same time he made the first shipment of red cedar shingles from the Pacific, which found a market at St. Louis, and was the forerunner of the large trade which has since developed in Pacific coast lumber and shingles; having by the close of the first year placed 8,000,000 feet of railroad stringers with several million shingles, and the products of the forests of the Pacific have now become staples in the market.

Mr. Fraser was married in 1859 to Miss Susan Loudon, of Paisley, Scotland, who had come to this country to meet the man of her choice, he having preceded her four years before. Three sons and three daughters have blessed the happy union, of whom two sons are deceased and one son and one daughter have married and reside in this city. He is a stanch Presbyterian, a member of the Jefferson Park Church, and as stanch a Republican in politics, although never aspiring to public office. He was for many years a respected member of the Lumberman's Exchange, until that body was reorganized in the interest of the yard dealers exclusively.

John Cooper Durgin. John C., son of Ezra Durgin (elsewhere mentioned), was born at Exeter, Wis., in 1844, and obtained his education in the schools of Beloit, Wis., Monroe, Conn., and those of Chicago, whither his parents removed in 1853. At the age of fifteen John left school, and took a position in the lumber office of Wilde & Son, in a branch yard established at Franklin Grove, Ill., where he remained one year, and then accepted the position of cashier in an extensive dry goods store, at Beloit, Wis., where he spent the two following years. In July, 1862, he enlisted in the Twenty-second Wisconsin Infantry, and served with the Army of the Cumberland, under Gen. "Pap" Thomas, and participated in Sherman's historic "march to the sea." He was made prisoner in March, 1863, near Nashville, Tenn., and was confined in the infamous Libby prison, from which he was paroled and exchanged the following June, when he again took the field, serving until the close of the war, and winning merit as first lieutenant and adjutant. In 1865 he started a branch lumber yard at Decatur, Ill., for Richard Mason & Son, and continued there for eighteen months, after which he took a vacation trip for a year through the States of Colorado and Wyoming, and, returning to Chicago in the spring of 1869, entered the employ of the commission lumber house of R. K. Bickford & Co., as a book-keeper,

and later taking a part of the dock business, in the disposition of consigned cargoes, where he continued until the winter of 1873-74, when he entered the employ of Martin Ryerson & Co., in charge of their Chicago business, where he remained until the spring of 1880, when, associating himself with William Ruger, the firm of Ruger & Durgin was formed, carrying on for the succeeding ten years one of the largest commission trades of the city. In 1890, Mr. Ruger retiring, Mr. Durgin was joined by C. G. Marsh, and, under the designation of J. C. Durgin & Co., continues the commission lumber business at 244 South Water Street, ranking among the most prosperous and respected members of that branch of Chicago's lumber trade.

Mr. Durgin was married in 1873, to Miss Alice M. Porter, daughter of Warren Porter, Esq., of Syracuse, N. Y. They have two sons and one daughter. As a member of the Lumberman's Exchange, and in his connection with the Illinois and North Shore Clubs, the George H. Thomas Post, G. A. R., and the Loyal Legion, Mr. Durgin enjoys the respect and confidence of not only his business associates in Chicago and elsewhere, but of all who are acquainted with him in business or social relations.

John Jay Borland. Among the many noted operators in the lumber trade of Chicago, few, if any, deserve prominent mention to a greater extent than John Jay Borland, who died in the prime of life, October 11, 1881, after making a record for commercial enterprise, business integrity, and patriotic devotion, exceeded by but few citizens of this great republic.

Mr. Borland was born October 31, 1837, at North Evans, Erie County, N. Y., of old New England stock, his father, John Borland, being a native of Manchester, Vt., and his mother a member of the Tappan family, of Dorset, Vt., closely related to the Greens, of Revolutionary fame, and his education was obtained at the common schools of North Evans, and the high school of Springfield, N. Y., and at Bryant & Stratton Business College, where he took one course. He refused a collegiate education, on account of his father's large family, and the expense necessary to obtain it. When about sixteen years of age his father removed to Iowa, and two years later to Carlton, Kewaunee County, Wis., where he became a clerk with his father and E. C. Dean (Borland & Dean), who were engaged in building a saw mill and dock at that place. With his keen perceptive faculties, he soon mastered all the intricacies of the lumber trade, and shortly purchased his father's interest in the business, the firm name remaining Borland & Dean. In 1858, owing to a great increase in business, due to his management, it was found imperative to have a representative in Chicago, and he, being the one best fitted, removed to this city to look after the interests of the firm. In about a year another member was added to the firm by associating the lumber business of William Blanchard, which was of considerable proportions. About this time, while on a visit to Carlton, the first call for troops to suppress the rebellion was issued. His patriotic spirit responded, and, forgetting business and everything else, save his country's danger, he volunteered in the Fourteenth Wisconsin Infantry

and hurried to the front. He served under Gen. Frederick Steele, and was promoted from the ranks for bravery on the field of battle. He held the commission of lieutenant when Gen. Steele took command of the forces at Helena, Ark., in the latter part of 1863, and in a battle at that place was seriously wounded. It was for some time thought the wound would prove fatal, but his fine constitution and indomitable will carried him safely through the ordeal. While still disabled he was promoted to a captaincy, but before he was able to return to duty the final surrender took place, and the Civil War was over. When he returned to Chicago, and to civil life he found that his business had been profitably conducted by his partners during his absence. He then sold out his interest in the business at Carlton, the Chicago firm becoming Blanchard & Borland, and devoted his entire attention to the lumber industry and its legitimate adjuncts. In 1869 the Ford River Lumber Company was established, with a saw mill at Ford River, Mich. The company being incorporated, Mr. Borland was elected treasurer, which position of trust he continued to hold until his death. Owing to his untiring industry and thorough knowledge of the business, it had grown to great proportions—from the first small mill with crude machinery—to three large mills with all the improved and labor-saving devices. He was for many years a useful and valued member of the Lumberman's Exchange, holding the offices of vice-president and treasurer. Mr. Borland was twice married: February 22, 1865, to Sophia L. Ingersoll, of North Evans, N. Y., who died in 1876, leaving one son, John Ingersoll Borland, who still lives. On the 29th of August, 1877, he was united in marriage to Harriet, daughter of Chauncey B. Blair, who bore him two sons, Chauncey Blair and Bruce, both of whom are living.

Few men were held in higher esteem, both in social and business circles, than John J. Borland. The characteristics which distinguished the man, existed while he was a boy. While still a youth his bravery and daring were shown by his rescue from drowning of several of his comrades at imminent risk to his life. In the man, his war record, with its promotions for bravery, speaks for itself. With a forte for financiering, he possessed a clear head and a reputation for integrity which it was his pride to maintain unspotted. None doubted his word when once given, as it was known that he was above prevarication or trickery of any kind, and while a man of the most positive character, his integrity was unassailable. Enterprising and patriotic, he was a good citizen in all that marks that quality in man, and his death on October 11, 1881, was mourned by a large circle, to whom his good qualities and kind and generous disposition had endeared him.

Russel Kittridge Bickford. No more familiar name is connected with the lumber trade of Chicago than that of R. K. Bickford, who has perhaps had more to do with the establishing of permanent rules of inspection in this market than any other one person, being accredited by his fellows with being the only man in the Chicago trade at the time (1858) when the present rules for cargo inspection were adopted, who understood the science of inspection and could properly describe grades.

Mr. Bickford has been in the lumber business since he was seventeen years of age. He was born in the town of Peacham, Caledonia County, Vt., December 28, 1828, and spent the earlier years of his life on a farm, when not attending the common school and academy of his native place. At the age of sixteen he went to Lowell, Mass., and spent one year in a grocery store. He was not cut out for a grocer, and went to Albany, N. Y., where he found employ in the lumber yard of Clark, Summer & Co., where he learned enough of Albany inspection in three months, to warrant the firm in sending him to Belleville, Canada, to purchase and ship lumber for them. The trade of Canada was very extensive at the time with Albany, via Oswego; and the Canadian shore, from Hamilton to Kingston on Lake Ontario, and from Grand River to Chatham on the Lake Erie shore, were favorite fields for Eastern lumbermen, who obtained a better grade of lumber than was at that time obtainable from any other available locality, with an inspection to suit themselves. Mr. Bickford remained at Belleville in the employ of the firm for four years, and became an adept at "Albany inspection."

In 1851-52 he went to Oswego, N. Y., where he spent a year in purchasing and shipping for different parties, partly on salary and partly on commission, adding inspection to his other business. When, therefore, in 1853, he came to Chicago and spent six months in the office of Mears & Bates, learning the peculiarities of the Chicago market, he was well qualified to open an office for the inspection of lumber, combined with a commission trade. His extended acquaintance with the Canadian manufacturers secured for him a considerable number of consignments from that section, while grain vessels from Chicago to Oswego and Kingston, not infrequently brought return cargoes from the Bay of Quinte or Oswego, Lake Ontario; Collingwood in Georgian Bay, and Port Huron on the St. Clair, with Lexington on Lake Huron; and in 1856, Saginaw, which had hitherto sent but few cargoes to the market, became an extensive contributor to the trade (commission) of which Mr. Bickford was the principal and practically the only operator in this market. Up to this time manufacturers had been in the habit of accompanying their cargoes, and making use of the commission man only as an assistant in finding a customer, or of using a yard dealer in the capacity of a seller on commission; but now consignments began from Oconto and Grand Haven, Muskegon and Manitowoc, unaccompanied by the owner, and the present system of commission dealing was inaugurated, which practically causes fully one half of the year's receipts to pass through the hands of the commission men. Practically the beginning of a legitimate commission lumber business as practiced of late years may be set down at about the year 1855. The year 1857 opened with bright prospects and a large trade, and Mr. Bickford was joined in business by Wm. Brewster and J. S. Tildesly. Brewster had purchased the Jones Mills at Oconto, and had a mill in Canada, manufacturing about 12,000,000 feet at Oconto, and 4,000,000 feet in Canada, and also had a fleet of vessels.

The firm of Bickford, Brewster & Tildesly purchased the Oconto stock and opened a yard on the West Side, just above the present Sixteenth Street bridge. The panic of September of that year led, at the close of the year, to a dissolution of the firm, Brewster's failure involving the firm, whose assets and yard were sold to Dennison & Calkins. As an instance of the effect of the panic, Mr. Bickford relates that on the first of September three cargoes arrived from the mills, and not being required at the yard, were offered for sale and quickly taken at \$14 per thousand, and as quickly as they could be unloaded, the vessels were sent back for a second cargo. The panic started on the 7th and the vessels arrived on the 9th of September. Nobody wanted lumber; no bid could be obtained, until, after four days, a firm of jewelers, John B. Edwards & Bro., who had recently sold out and had some money, offered \$7 per thousand cash for the three cargoes, and landed the lumber on the north pier, where it lay for fully three years, and until the cross-boards had decayed, when they closed out the lot at about \$10 per thousand.

For four years Mr. Bickford "hustled" for a living, the times continuing greatly depressed; he bought and sold as opportunity favored, kept up a scanty commission business, and renewed his acquaintance as an inspector, with his board rule, visiting Green Bay and St. Louis in search of work enough to keep up his expenses. This continued until 1862, when, after the first depression caused by the war, returning confidence became manifest and in 1863 piece stuff suddenly advanced to \$16, \$18 and as high as \$20 per thousand by the cargo. The commission business became active and profitable. July 5, 1864, strips were held at \$18 to \$20, and a cargo to arrive was placed in Mr. Bickford's hands for sale at the latter price. In the course of a day he raised the price to \$20.50, again to \$21, and the next morning sold it at \$22. The purchaser proved to be a fellow commission man, who raised the price to \$23, and before the close of the day sold at \$24, the last purchaser disposing of it before the arrival of the vessel, at \$27.

Mr. Bickford relates that, at the time of the big fire of 1871, he held a cargo of piece stuff at the dock at \$14, and was offered \$13.75. Fortunately the vessel succeeded in getting to the lake, out of reach of the fire, and when again brought into port, such was the feeling of depression that the only man who dared to make an offer for it was C. C. Thompson, who on the Wednesday following the fire was willing to risk its purchase at \$12. On Thursday other vessels began to arrive and Street, Chatfield & Co. offered \$17, and took it, to be paid for as sold. Subsequent cargoes sold at \$20, and one-inch boards sold freely at as high as \$22.50 for stock which was held before the fire at \$15. Lath went to \$4 and \$4.50 per thousand.

Since 1871 Mr. Bickford has done a strictly commission business. In 1870 he had as a partner William Ruger, who continued with him for three years, having been in his employ for four years previous. In 1878 he was joined by Reuben Knox, and the firm of Bickford, Knox & Co. has continued to the present day. No firm can boast in a higher degree of possessing the confidence of the trade,

As before remarked, Mr. Bickford may be set down as the father of the written rules for cargo inspection, which have, since 1858, governed the Chicago market. A committee of the Board of Trade, with which from its organization the lumbermen of the city had been connected, was in that year appointed to draft rules regulating the inspection of lumber. The committee consisted of Eli Bates, Geo. C. Morton, T. M. Avery, Artemas Carter, R. H. Foss, J. V. Dickey (agent for Ferry & Co.), and R. K. Bickford. A sub-committee to do the work consisted of Artemas Carter and R. K. Bickford, but as Mr. Bickford was the only practical inspector on the committee, the work devolved upon him, aided by suggestions as to phraseology, by the others. The rules then formulated have continued, with but slight changes, to be the rules of the Chicago cargo market, although a lessening quality of stock, and modern systems of trading, have rendered them practically a dead letter. Mr. Bickford is a young man for his age, with active step and bright eyes, and bids fair to continue to hold the position of the Nestor of the commission lumber trade of Chicago, for many years to come.

William Blanchard. Few of the lumber fraternity of Chicago have been better known or more favorably, than William Blanchard, who for fully thirty-seven years has been identified with its interests. Mr. Blanchard was born in Delhi, Delaware County, N. Y., July 4, 1826. His father, John Blanchard, was born in the same town in 1802, and for a full thirty years was perhaps the most prominent merchant and politician in Delaware County. He married Mary Dibble, the mother of William, in 1824. William received an academic education, and for several years assisted his father in his store. In 1849 he crossed the great plains with an ox team, wooed thither by the discovery of gold in California, which led to the emigration of hundreds of thousands from all parts of the world. He was six months on the road between the Mississippi and Sacramento Rivers. Of his career in California we have no knowledge, but we learn of him in Chicago as early as 1856, and find him noted in the directory for 1857-58 as a lumber dealer on Market Street, between Monroe and Adams Streets, with residence at 76 Adams Street. His lumber interests before this time were limited to two country yards, one at Morris, Ill., and one at Rantoul, Ill. In 1864 he formed a partnership with the late John J. Borland, then a shingle manufacturer at Kewaunee, Wis., and the firm of Blanchard & Borland became a prominent feature of the Chicago commission lumber trade, being practically the first house to advance money to the manufacturers of Michigan and Wisconsin, to enable them to lay in a winter's stock of logs, repair their mills and generally to prepare for a succeeding year's business. These advances were made upon contracts which secured to Blanchard & Borland the consignment of the manufactured lumber, and proved a great boon to the manufacturers in the days when timber lands were more plentiful among their assets than was ready cash, and at the time when the banks were not as ready to discount lumbermen's paper as they have since been. The firm adopted good business methods,

and by fair and honorable dealing acquired a business which soon aggregated 150,000,000 feet of lumber annually, which, being under their immediate control, constituted them a by no means unimportant factor in the wholesale cargo market of this city, the importance of which may be realized from the statement that it was not unusual for the firm to sell twenty to twenty-five cargoes in a single day, averaging 150,000 feet per vessel. Mr. Blanchard has for many years been a stockholder in, and president of the Ford River Lumber Company, but has not of late been active in the management of its affairs. He has also been interested, with his sons, in the Blanchard Lumber Company at Evanston, a suburb of this city, where he has resided, an honored citizen, since 1871, holding several positions of trust under its village organization.

Mr. Blanchard was married, in 1857, to Miss Sarah Blaisdell, daughter of the late Timothy R. Blaisdell, of Boston, Mass., who has borne him seven children, of whom three sons and two daughters are still living. He has for many years resided in the beautiful suburb of Evanston, where he is held in the highest esteem as a public-spirited and valued citizen, and where for many years the Blanchard Lumber Company (now the Pierson Lumber Company), has ranked among the most prosperous business institutions of that noted university town.



CHAPTER IX.

LUMBER JOURNALISTS.

George W. Hotchkiss was born at New Haven, Conn., October 16, 1831, his father, Elias Hotchkiss, having been a lumber merchant of that city since 1808. George was educated at the Lancasterian School (celebrated under the tutorship of John E. Lovell) followed by a two-year course at the Russell & French Academy. At the age of sixteen he entered the employ of his brother Thomas W., who succeeded to the business of his father in 1847, and remained in the office until the spring of 1849, when he started for California on the ship "Susan G. Owens" which reached San Francisco via Cape Horn after a voyage of 154 days. Clerking in the general store of Scranton & Smith, Sacramento, for nearly a year, he established the first ranch in the rich "diggin's" of Greenwood Valley. Returning East in the fall of 1850, he in the spring of 1851 joined his brother-in-law, Henry Wheeler, at Port Dover, Canada West, where he learned "Albany inspection" of lumber, and in 1855 purchased the good-will of the business and continued the purchase of lumber for the Albany market until the breaking out of the war, in 1861, when he removed to Bay City, Mich., where for two years he was local manager of the newly-established business of "bargeing," instituted at that time by Noyes, Burt & Reid, by the adaptation of the erstwhile palatial steamers, which had been thrown out of employ by the competition of the railroads, and were now razeed of their machinery and upper works and converted into tow barges carrying from 500,000 to 1,200,000 feet of lumber. The enterprise was so great a success that the lumber-carrying business of the lakes was revolutionized, the bulk of it having for many years past been done by "tow barges."

In 1863, in connection with A. H. Hunter and William Mercer, the firm of Hunter, Hotchkiss & Co. was formed, and for several years carried on a general lumber commission and inspection business. In 1867 Hotchkiss & Mercer built a saw mill nine miles west of Bay City, and constructed seventeen miles of plank road to the Midland County line. In 1870 Mr. Hotchkiss took editorial and business charge of the Saginaw *Daily Courier*, and a year later erected a saw mill at Greenwood, on the northern extension of the Michigan Central Railroad, for several months continuing his work on the *Courier*. In 1872 he assisted Henry O. Dow in establishing the *Lumberman's Gazette* of Bay City, the first lumber journal in the land, and of which, in 1875, he became the editor, during a portion of the time having editorial charge of the Bay City *Evening Tribune*.

Stricken with nervous prostration in 1873, his mill was burned in a forest fire, and he became penniless. Under his management the *Gazette* flourished, but failing health compelled a relinquishment of the work. In 1877 he removed to Chicago, and in 1878 became connected with the editorial work of the *Northwestern Lumberman*, and in 1879 compiled the "Lumberman's Hand Book," a work descriptive of Chicago yard grading, which at once passed to a second, third, fourth and fifth edition, and was accepted as the standard for yard grading of lumber throughout the land. In 1881 he was elected secretary of the Lumberman's Exchange, and held that office until the spring of 1887, when failing health led to his resignation. His administration of this office is universally conceded to have been of the highest value to the trade, and marked the era of greatest usefulness in the history of the organization. During his incumbency, assisted by members of the hardwood branch, he compiled rules for the inspection of all kinds of hardwood lumber, the first written rules upon that subject, which at once became the basis of all written rules of hardwood inspection which have since been promulgated in various sections of the country.

In the summer of 1887, in connection with Walter S. Wright, he organized, and was made president and editor of *The Lumber Trade Journal*, a semi-monthly journal of sixteen pages, which rapidly grew in public favor and to a forty-four and fifty page issue. Health again failing in 1889, he spent a season in the forests of British Columbia, Oregon, Washington, California, and Alaska, but was unable, on his return, to resume the arduous labors connected with the *Journal*, his connection with which ceased in the spring of 1894, upon its removal to New Orleans. In 1892, however, he assumed editorial charge of the *Evanston Press*, a weekly newspaper, the labor on which was not so severe as the technical work of the trade paper. In 1893 he began the compilation of the history of the lumber trade of Chicago, involving an immense amount of research, the results of which are here presented.

The events of a man's life correspond to the statistics of the origin and growth of a company or a corporation, and while valuable, do not constitute the best history of his career. The details of his childhood, of his education, of his business ventures, and of his civil and official life, would have no special value to humanity unless traced to their ultimate effects on society, commerce and civilization. The bare recital of performances, however good and pure in themselves they might be, would convey no moral, educational or industrial lessons unless extended to the domain of philosophy and their bearings shown on society, business, government, education and religion.

The publishers of this volume have known Mr. Hotchkiss through several years of intimate business association, and are familiar with his character, reputation and personality. It is doubtful if any man in Chicago has more, better or warmer friends than Mr. Hotchkiss. At Evanston, where he resides, everybody of character knows him, respects him, and his legion of friends there, have trusted him with various responsibilities regardless of party, creed, or profession. Among business men he is

specially distinguished for his strict honesty and morality, consistent conduct, and for his manliness and sound sense. Nothing but praise can be said, both of his qualities and his life.

Mr. Hotchkiss comes of a journalistic race on the maternal side, some member of the "Woodward" family having been connected with editorial work since 1770. He was married in 1856 to Miss Elizabeth St. John, of Ellsworth, Conn., one son, Everett S. (a lumber dealer at Mayfair, Cook County), and daughter, Julia Dunbar (wife of W. W. Hogle, of Evanston), being the issue.

Mr. Hotchkiss is a dyed-in-the-wool Democrat, from an honest conviction that the general policy of that party is for the best interests of the country, but is universally respected for his tolerant views regarding those who differ with him in politics or religion. He is a member of the South Presbyterian Church of Evanston. During his residence at Bay City he was twice elected supervisor of the township (1863-64) and in 1865 was elected senior alderman of the First Ward at the first charter election, being subsequently reëlected in 1866 and 1868. He has held no other political offices, although running several times as "the forlorn hope" of his party in a strong Republican district. He is a member of Evans Lodge, No. 524, F. & A. M., Evanston Chapter, 129, R. A. M., and Evanston Commandery, No. 54, K. T. at Evanston, Ill., where he has resided since 1877. He is also a member of the Illinois Masonic Veterans Association, and secretary of the Western Association of California Pioneers.

William Bosworth Judson. In connection with lumber journalism, no name stands out more prominently than that of William B. Judson, editor and proprietor of the *Northwestern Lumberman*, who, by virtue of his long connection with this branch of the lumber business, may correctly be termed the dean of lumber journalism.

Mr. Judson was born at Syracuse, N. Y., May 17, 1849, and was educated in the common schools of that day. At the age of sixteen Mr. Judson left school, and for the next three years spent his time in learning the druggist business. This, however, was not his forte, and his facile pen found occupancy for a year in the local editorship of *The Miami Valley News*, of Piqua, Ohio. From 1868 to 1871 he undertook an insurance business at Bay City, Mich., when, becoming acquainted with Henry S. Dow, the father of this branch of trade journalism, he spent several months in the office of *The Lumberman's Gazette*, which had recently been established by Mr. Dow. In February, 1873, in connection with Benjamin Wait, he began the publication at Grand Rapids, Mich., of *The Michigan Lumberman*, which he designed should become the mouth-piece of the lumbermen of the western part of the State of Michigan. After the first issue, the office of publication was moved to the more prominent lumber center of Muskegon, whence the next eleven issues were sent forth.

In October, 1873, he bought out Mr. Wait's interest, that gentleman, however, continuing as assistant editor of the paper until September, 1874. In January of that year the office was removed to Chicago, and the name of *Northwestern Lumberman*

adopted, and by this cognomen it has steadily grown to a position of influence in its peculiar line, second to that of no other trade paper in existence. In its early Chicago experience the *Lumberman* was located at 284 Wabash Avenue, and its prospects are outlined in the sale of a one-quarter interest to E. C. Dicey for the sum of \$250. Judson & Dicey continued until November, when Rufus King was admitted to the firm which now became Judson, Dicey & Co. Dicey retired in 1875, and Judson & King continued until 1877, when the business was incorporated as the Lumberman Publishing Company, of which Rufus King was president; J. B. Gridley, secretary-treasurer, Mr. Judson continuing as editor and general manager. In 1880 Mr. Judson became sole proprietor of the business. During this period several lumber journals were started in various sections, among them the *Wisconsin Lumberman* at Milwaukee, which was absorbed by the *Northwestern Lumberman* in 1875, after publication for about one year. The rapid growth and increasing popularity of the paper made it desirable to seek larger quarters than it enjoyed at 284 Wabash Avenue, and in April, 1875, it was settled at the cargo market on Franklin Street, and the following January was removed to still larger quarters in the Ashland block, and but a year later to occupancy of the entire upper floor of the Marine Bank building, corner of La Salle and Lake Streets, where, before the termination of a second five years' lease it had so outgrown its accommodations that it was taken to the Dale block, 308 Dearborn Street, and two years later to the Como block, at 325 Dearborn, where its commodious quarters soon became too contracted, and in May, 1894, it was again removed to the still more commodious quarters which it now occupies in the Old Colony building, at the corner of Dearborn and Van Buren Streets. The monthly magazine form of 1873-75, was, in 1876, changed to a sixteen-page quarto weekly, and in its growth has now attained a standard size of sixty pages, with a clientage embracing the whole country, while a large number of copies reach foreign subscribers in all parts of the world. The influence of the *Northwestern Lumberman* is recognized in all localities where lumber is made or sold, and its spicy editorials and wise *resume* of each week's changes and events in the lumber world have gained for it a well-deserved reputation as the leading and representative journal of its class. In all its growth, its vicissitudes and prosperity, William B. Judson has been its master spirit and guide, and to his wise administration, in the ready recognition of all those varying phases of the lumber business, which it was of value, and a necessity to the trade, to be informed, is to be attributed the intelligent co-operation and wise conservation which to so great an extent marks the vast lumber trade of the nation, and has made lumber journalism a power for good among all who are interested in the productions of the forest.

Mr. Judson was married in 1872 to Miss Grace King, of Rochester, N. Y., two sons and one daughter being the issue of the marriage.

Merrett Lawson Saley. No little of the success which has marked the progress of growth into public favor of the *Northwestern Lumberman* is attributable to the

able co-operation of Mr. Judson's chief lieutenant, M. L. Saley, who has for the past fifteen years occupied that responsible position.

A more whole-souled, genial and intelligent man, or one better fitted to fill the responsible position which he has occupied so long, it would be difficult to find. Although not in any way conversant with the lumber trade before his connection with the *Northwestern Lumberman*, Mr. Saley's native genius and ready perceptions of all the details of the business, its conditions and needs, have combined to make him an authority on lumber subjects second to none other in the land, while his facile pen transcribes the ready thought and wise conclusions which his logical mind deduces upon general or technical subjects.

Mr. Saley's early life was an experience of varying phases of prosperity and adversity which were well calculated to fit him in a pre-eminent degree for the role of adviser and commentator upon the technical subjects connected with the lumber trade, which has made the *Lumberman* a power in the land.

Mr. Saley was born at Columbus, N. Y., July 5, 1845, and received his education in the common schools of Columbus, supplemented by a course at Fairfield Seminary, and also that of Cazenovia, N. Y. Graduating from the latter at the age of nineteen, he taught school at Columbus for two years, and then took a three-year course in the dry goods business. Not finding this to his liking, he knocked about for two or three years, working on a farm, or doing any odd work which turned up, gaining a robustness of constitution which has since stood him well in hand.

In 1874 he came to Illinois, and engaged in the grocery business, from which, in 1876, he graduated to assume the lecture platform, and his humorous delineations of "The Higgins Family," and (was it prophetic) of "Splinters," will not soon be forgotten by his favored auditors of the next two years. From the lecture platform to the newspaper office was a ready transition, and the readers of the *Northwestern Lumberman*, since his connection with it in 1879, have felt a sort of proprietorship in "Met Saley" as their genial friend and reliable authority on all matters connected with the lumber business. Mr. Saley writes in a style of easy familiarity, showing vast and appreciative knowledge of human nature in its different phases, and his "Salmagundi" treatment of men and things has been a no unimportant factor in the later redundant popularity of the *Lumberman*.

Mr. Saley was married, in 1868, to Miss Emma J. Smith, of Columbus, N. Y., who died in 1877, leaving an infant daughter (who still survives) to the care of her bereaved husband. In 1882 he married Miss Lutitia A. Johnson of Rockford, Ill., who has borne him two sons, of whom the parents are justly proud.

Albert Harvey Hitchcock has been well known to the patrons of lumber journals for nearly a score of years. He was born at Troy, N. Y., August 1, 1856, of a family, the male line of which was of Connecticut descent, dating back to 1635, his mother also having descended from Samuel Fuller, who is noted as a passenger by the "Mayflower."



J. E. DeFebaugh

He received a common-school education at Newark, N. J., and Poughkeepsie, N. Y. He came to Chicago in 1875, in the spring of which year he found employment in the office of the *Northwestern Lumberman*, becoming attached to the editorial staff in 1876, in which capacity he remained until the winter of 1879, when he was elected secretary of the Lumberman's Exchange, to succeed George E. Stockbridge. This office he held until his resignation was tendered in March, 1881, and he returned to the office of the *Lumberman* as associate editor, remaining only until September, when an apparently favorable offer induced him to undertake a grain business in connection with the Board of Trade.

In 1886 he, in company with J. E. Defebaugh, established a new lumber journal which was given the cognomen of *The Timberman*, and which started out with flattering prospects. In November, 1888, however, the partnership was dissolved, Mr. Hitchcock retiring, and a few months later he purchased a journal called *Lumber*, which had for a time been established at New York, but which was now transferred to Chicago, and after running it for one year sold it to the *Lumber Trade Journal*, and assumed the editorial charge of *The National Laundry Journal*, a successful organ of the laundry business.

Mr. Hitchcock remained in this position for three years, when he resigned to assume editorial charge of *Electrical Industries*, a journal devoted to electrical subjects. After a brief connection with this paper he became impressed with the idea that there was a field for a journal devoted especially to hardwood lumber, and early in 1892, in connection with O. S. Whitmore, he established *Hardwood*. This paper, now in the third year of its publication, at once took a high position of influence, and is esteemed a valuable factor in that particular branch of trade.

Mr. Hitchcock is a fluent and easy writer, who by close study of the lumber business has developed a valuable talent, well fitting him for the responsible position which he occupies, and he enjoys the esteem and confidence of a large and rapidly increasing list of readers, as well as personal friends among the lumber craft of Chicago. He is unmarried.

James Elliott Defebaugh. In connection with the lumber press of Chicago and of the country, the name of James E. Defebaugh has of late years become prominent. Born at Williamsburg, Blair County, Penn., March 28, 1854, he is the second of his name and of a parentage whose residence had for thirty years been at his place of birth. He is of Dutch descent, his grandparents having come from Holland at the beginning of the century. His father was a merchant, although educated to the trade of silversmith, and did not relinquish his mercantile pursuits when he became superintendent of the western division of the Pennsylvania Canal.

James E. Defebaugh was educated at the common schools. When eleven years old he attended an academy for one year, and in his twelfth year ran away from school, adopting the occupation of a "printer's devil," which was supplemented by

three years at the case. During this time he swept the office, turned the hand press and performed all necessary labors in the office from the duties of office boy to that of setting type. At the age of fifteen he took a "case" on the *Pittsburg Gazette*, and continued in the same place for six years, when he obtained a position in the office of the State printer, at Harrisburg. In 1876 he became assistant cashier of the *Philadelphia Times*, during which service he received the *pro tem.* appointment of lieutenant-colonel of the Seventeenth Pennsylvania State Guard, then in camp, combined with that of military correspondent of the *Altoona Tribune*.

Being far from robust, he worked for a portion of the subsequent season in a stone quarry, for the development of his physique.

During the Centennial Exposition he had become acquainted with the Rev. J. B. McClure, then managing editor of *The Interior*, of Chicago, who, in 1877, induced him to visit Chicago, where he remained and for four years followed his trade of printer in the offices of R. B. Donnelly and the *Inter Ocean*. During this time he took an active interest in the work of the Young Men's Christian Association, acting for some months as financial secretary of that organization. In 1881 he was chosen secretary of the Burlington (Iowa) branch of the Young Men's Christian Association, which, after a year's service, he relinquished, and, returning to Chicago, connected himself in a reportorial capacity with the *New York Shoe and Leather Reporter* and other journals.

While thus engaged Geo. W. Hotchkiss, secretary of the Lumberman's Exchange and of the Northwestern Association of Lumber Manufacturers, took a prolonged trip abroad, and during this time, in connection with his other duties, Mr. Defebaugh took Mr. Hotchkiss' place, and by this means became interested in the statistical work connected with the lumber business, and so in touch with lumber affairs, that the feasibility of combining his practical knowledge of publishing, with promoting the interests of the lumber business, suggested itself to him.

Consequently in 1885, in connection with A. H. Hitchcock, he began the publication of *The Timberman*, a sixteen-page quarto, in the interest of the lumber trade. Mr. Hitchcock withdrew in the following year and Mr. Defebaugh continued the publication as an individual enterprise, meeting with marvelous success, which has resulted in building *The Timberman* up to one of the handsomest journals of the country, with a weekly issue of forty-eight pages and a subscription and advertising patronage of the most valuable character. Engaged in its preparation and publication are editors, traveling correspondents, office employes, etc., to the number of twenty-four. Perhaps the peculiar feature of this paper may be said to be its bright and newsy character.

In November, 1893, in addition to his private business, Mr. Defebaugh assumed editorial and business management of *The Young Men's Era*, the international official organ of the Young Men's Christian Associations, a handsome quarto of six-

teen pages, with a rapidly increasing circulation, which, being the only distinctive paper of the association, has the world for a field and has 200 contributors among ministers, college presidents and association workers. He also publishes a monthly magazine, *The Evangel*, for the Young Woman's Christian Association, of which Mrs. J. V. Farwell, Jr., is the national president.

Mr. Defebaugh was married in 1883 to Miss Annie E. Carhart, of Chicago, who has presented him with three children, of whom two sons are living, their first child, a boy, having died in 1888.

Orange Scott Whitmore. One of the editors of that excellent journal *Hardwood*, is O. S. Whitmore, who was born at Ashburnham, Mass., October 26, 1836, of a family distinguished for several generations in the early history of this country, Enoch Whitmore, his father, being prominent in social and political life, a colonel of militia and a soldier of the War of 1812, while the grandfather of Orange was a Revolutionary soldier, who participated in the battle of Bunker Hill, serving for seven years, and later holding a commission in the Massachusetts militia, over the signature of John Hancock, his father, also, having fought in the French and Indian wars of the seventeenth century, and dating his descent from the Puritans. On the maternal side Mr. Whitmore claims an equally honored ancestry, his mother being a Willard of old colonial stock.

Orange Scott Whitmore was educated in the common schools of New England, supplemented by academic courses at Westminster, Mass., and East Jaffrey, N. H., and in 1856-57 began teaching school at Hillsboro, N. H., supplementing his teaching by work in his father's saw mill and notion factory, with other work, until the winter of 1861. At the early age of fifteen he began to take an interest in writing for newspapers, and before he reached his majority had stumped the southern counties of New Hampshire in advocacy of the presidential aspirations of John C. Fremont. Having at intervals of teaching taken a higher course at the University of Vermont, he was early in 1862 admitted to the bar of Vermont and began the practice of law, but in May of that year he was commissioned by Gov. Holbrook as recruiting agent, and in June was mustered into service as first sergeant of Company A, of the Ninth Vermont Infantry. After about one year in the service he received a severe wound, and was mustered out at Camp Douglas in 1863. After a hospital experience of a year, he in 1863-64 practiced law, but his health failing from need of out-door exercise, he went upon the lumber market as an inspector and broker, where he remained for several years, spending his winters in the logging camps of Michigan. In 1876 he went to Casey County, Ky., and built a saw mill for the manufacture of hardwood lumber, but this venture not proving successful, he, in 1877, returned to the lumber market and resumed the inspection and brokerage business, spending his winters as before in the logging camps. In the fall of 1879, he opened an office in the lumber commission business at Cadillac, Mich., and in 1882, in connection with

A. R. Colborne (as silent partner) began manufacturing lumber at Round Lake, Mich., continuing until 1884. In 1885, he went upon the road in connection with Ross, Bradley & Co., of Bay City, Mich., spending the summer of 1888, at Washburn, Wis., in charge of the shipping interests of the Chicago Lumber Company. Returning to Chicago he spent a year in California in the interest of the *Northwestern Lumberman*, and returning, took editorial charge of the *Business Chronicle* in the interest of the hardware trade, and, in 1892, began, in connection with A. H. Hitchcock, the publication of *Hardwood*, a journal which has made rapid advances in public favor among the operators in that branch of the lumber business. A facile and pleasant writer, Mr. Whitmore's varied experiences in life and technical knowledge of forestry, made him an influential member of the committee on forestry in the late Columbian Exposition, and no less an acceptable authority upon the subjects treated of in the technical journal with which he is now connected.



Thomas Sanderson Ruddock. The history of Thomas S. Ruddock carries the mind of the lumberman back to the early days of the development of that extensive slaughter of the forests which has marked the history of Wisconsin and Michigan.

Born in Massachusetts February 17, 1818, he obtained a common-school education at Syracuse, N. Y., whither his parents removed in 1820. His father was of Scotch-English extraction, of a family which settled in the Bay State early in the seventeenth century, whose characteristics of industry, independence and sterling honesty were transmitted to their descendants.

At the age of thirteen Thomas began to earn his own living, and when about twenty-five years of age, in 1846, he came West and settled upon a farm near Southport (now Kenosha), Wis., and the following year, 1847, was married to Miss Maria N. Newell, whose parents resided near Southport, and the young couple settled down upon a rented farm of 1,000 acres. Two years later Thomas was stricken with the California fever, and became one of the vast army of argonauts which laid the foundation of that wealthy State, and although he returned in 1853, he in his subsequent busy career never lost his love for its delightful climate and fertile soil, as the sequel will disclose.

His journey was by way of the Isthmus of Panama at the time when the "bungo" of the Chagres River and the packing mule across the mountain ranges afforded the only means of transportation.

Returning to the East Mr. Ruddock engaged in the lumber business at Berlin, Wis., combining with it soon after, steamboat navigation upon lake Winnebago and the Fox River, from Berlin to Oshkosh. During the early sixties he was joined by James H. Palmeter, then of Oshkosh, and Ruddock & Palmeter built two mills at Berlin, obtaining their logs largely from the Wolf River, towing them up stream in the "Little Fox" in rafts towed by horse-power boats, which introduced an element into log towing of which we can learn in no other section. The horse power being unable to tow directly, was supplied with a "growser," answering to the "kedge" of ordinary vessels, being a long pole with steel pointed arms; the boat stemming the current to the length of the lines, and dropping the growser, held on until the raft was hauled up by the boat's capstan, when a similar growser dropped from the head of the raft, held it until the boat could again run up stream and make fast. Market for the product was found in the surrounding country and the territory reached by the Chicago, Milwaukee & St. Paul Railroad, and with an increasing demand the firm erected a mill at Winneconne, on the Wolf River.

The Berlin mills were equipped each with single circulars, shingle and lath machinery. At the Winneconne mill were two circulars, with newly introduced gang edgers, and other improved machinery. In 1867 the firm organized a partnership with — Gifford, L. W. Nuttall and A. B. Leonard, of Manistee, under the name of Gifford, Ruddock & Co., and erected a two-circular mill, with all modern improvements, especially designed for cutting bill stuff or dimension lumber, together with

shingles and lath. In connection with this mill the company purchased large bodies of the high-grade pine timber lands, for which the Manistee river has been noted, to the extent of 400,000,000 feet, stumpage estimate. In 1872 Gifford, Ruddock & Co. opened a sales yard in Chicago, locating on Laflin Street south of Twenty-second Street, the premises having previously been occupied as a brick yard. Here the firm and its successors remained until the final closing out of the business in 1887, when the Chicago business was taken charge of by Mr. Palmeter, that of the woods and mill by Mr. Ruddock. In 1876 Mr. Gifford went out and the firm became Ruddock, Palmeter & Co., Charles H., a son of Mr. Ruddock, taking his place as a member of the firm. This continued for five years, until in 1881, when the designation was changed to Ruddock, Nuttall & Co., Mr. Palmeter retiring. In 1885 the Manistee property, consisting of mills and timber lands, was sold to E. Buckley, of Manistee, and the Chicago yard passed into the hands of Ruddock Bros. (Charles H. and Frederick S.), sons of Thomas. Frederick S. died in California in 1887. About 1885 Mr. Ruddock purchased a large ranch near Los Angeles, Cal., where he set out about 26,000 fruit trees, including 9,000 orange, 3,000 lemon and 14,000 prune, apricot, fig, walnut and olive trees. In the beautiful residence which he erected upon this earthly paradise he resided from 1886 until January 17, 1890, when the angel of death summoned him to the sweeter groves and more enduring habitations, to which his younger son had been called three years before. His widow, with one son (Charles H.) and two daughters, survive and make their home at "Covina," as the California ranch is named. Few men have lived busier or more useful lives.

Charles H. Ruddock, the oldest son of Thomas S. Ruddock, a pioneer in the lumber manufacture of the Northwest, was born at Racine, Wis., in 1848, and was educated at the schools of Berlin, Wis., to which point his parents had removed a short time previous. At the age of sixteen Charles left school and began work in and about the saw mills and lumber yards of his father at Berlin, filling various positions, from the log jack of the mill to the shipment and sale of lumber from the yard. In the spring of 1868 he came to Chicago and entered the office of J. Beidler & Bro. as shipping clerk, where, remaining but one year, he returned to Berlin to assume the duties of receiving and paying teller of the First National Bank of Berlin. In the spring of 1871 he returned to his first love, and, in connection with E. B. Simpson, opened an office in Milwaukee for the sale of lumber on commission, the designation of the firm being E. B. Simpson & Co., and the business prospering Mr. Ruddock came to Chicago, and, as resident partner of the same firm, opened an office at 238 South Water Street. This continued until 1876, when Mr. Ruddock withdrew and became a member of the yard firm of Gifford, Ruddock & Co., as a junior partner, and in 1881 as managing partner of their successors, Ruddock, Nuttall & Co., so remaining until the firm closing out its business in 1887, Mr. Ruddock went to Minneapolis, Minn., and incorporated in connection with his brother Frederick S., the C.

H. Ruddock Lumber Company of that place. Frederick S. dying in California the same year, the business continued until closed out in 1890, in the spring of which year Mr. Ruddock purchased a large tract of cypress lands in Louisiana, thirty miles from New Orleans, and established the Ruddock Cypress Company.

In 1881 Mr. Ruddock was married to Miss Nellie Richards, of Springfield, Mass., who died during the same year. In 1885 Mr. Ruddock was married to Miss Sarah, daughter of A. M. Billings, Esq., president of the Chicago Gas Light Company, of Chicago, by whom he has one son.

While a resident of Chicago Mr. Ruddock divides his time largely between his cypress operations in the South and the beautiful orange groves planted by his father at Covina, near Los Angeles, Cal. It is no flattery to add that his reputation as a business man of the strictest honor and integrity is held in the highest esteem.

Morton Butler, of the firm of J. H. Rathborne & Co., was born in New York City in 1849, and was educated in private schools of that city, supplemented by a course at Yale. In 1879 he entered the extensive printing establishment of the *Buffalo Courier* as assistant secretary, remaining for the following five years. In the spring of 1884 he came to Chicago in the employ of Joseph Rathborne and was admitted to partnership the following year. The firm was for some years one of the most prominent in the trade. In 1886 they began the extensive handling of cypress shingles, and in 1889 invested largely in cypress lands in Louisiana, and in 1890 erected a saw mill at Harvey, opposite New Orleans, for the manufacture of cypress lumber and shingles. They also became interested in cypress lands at Ferguson, on the Santee River, of South Carolina, where they erected a band and circular mill, and also became interested, with Francis Beidler and B. F. Ferguson, in a circular saw mill at Ferguson. This firm must be numbered among the pioneers in the cypress lumber industry, manufacturing 30,000,000 feet per year at Harvey and 15,000,000 feet at Ferguson, shipping to all parts of the country. They were the first to undertake the extensive handling of cypress shingles in Chicago, their trade amounting to not less than 100,000,000 from their yards in this city.

Moses Frank Rittenhouse, of the firm of Rittenhouse & Embree, was born August 14, 1846, at Lincoln, Ontario, his father being one of the old settlers of the Niagara district, whither his grandfather emigrated from Philadelphia in 1800. Receiving his primary education in the common schools of the neighborhood, he was, at the age of eighteen, sent to Chicago for a course at Eastman's Business College, and spent a summer in the employ of the inspection firm of Geise & Cantine as a tallyman, and in 1865 was employed by McMullen, Funk & Co., at 10 Canal Street, as measurer and shipper for that firm, and, when a year later the firm dissolved, he continued with its successor McMullen & Officer until the spring of 1867. He then, for a year was in the employ of B. L. Anderson & Co., as book-keeper, that firm being then located at the foot of Fisk Street. For the succeeding fifteen years he was employed by the

J. Beidler & Bro. company, corner Beach and Taylor Streets, and in 1883 associated with J. R. Embree in forming the firm of Rittenhouse & Embree, with a yard corner of Thirty-fifth and Ullman Streets, and in 1888 the firm erected a planing mill and later a commodious dry kiln. Beginning with four machines the business has increased to twelve of the most modern machines in use in the planing department. In 1890 the firm added hardwoods to their already extensive pine trade, and while engaged largely in the latter branch, now make more of a specialty of maple flooring and hardwood interior finish, their business in this department requiring 8,000,000 to 10,000,000 feet of hardwood annually, their pine trade reaching 25,000,000 feet per year. Mr. Rittenhouse was married in December, 1871, to Miss Emma Stover, of Quakertown, Pa., and has three sons. The firm has long been connected with the Lumberman's Exchange and Association. Mr. Rittenhouse is a member of the Sunset Club, and in church relationship is a Presbyterian.

George F. Gilbert was born at Battle Creek, Mich., February 15, 1847, the son of Stephen Gilbert, a merchant of that town, who later, in 1856, came to Illinois, settling at Kewaunee, and engaging in the retail lumber business. He died at Kewaunee in November, 1861.

George was educated in the common schools of Battle Creek, Kewaunee and Chicago. He came to this city in the winter of 1861-62, to reside with his uncle, Eli Bates, well known as an old-time lumberman of the city, in connection with the firm of Mears, Bates & Co. After spending a few months in the yard and office of Mears, Bates & Co., Mr. Gilbert, in August, 1862, enlisted in the United States navy, and was assigned to the Mississippi squadron, under Admiral David D. Porter, and participated in the siege of Vicksburg, the battle of Haines' Bluff, and various engagements on the Tennessee and other waters, including Helena, Duck River, etc. Honorably discharged after two years' service, he, in 1864, returned to Chicago, and again entered the employ of Mears, Bates & Co., where he remained until in 1867, in May of which year he entered the employ, as foreman in the yard, of the newly-established firm of Porter, Fuller & Co. (H. T. Porter, S. R. Fuller and John J. Cruickshank), whose yard was located on Beach Street, now Taylor and Stewart Avenue. He remained with this firm for two years, and returned to his old employers, Mears, Bates & Co., as foreman of their yard at Kinzie Street bridge. In the spring of 1873 he opened an office on the Lumber Market for the inspection of lumber, and on the organization of the Lumberman's Association, in 1874, was appointed to a chief deputyship under the rules of that body. From that time to the present Mr. Gilbert has carried on a general inspection business, with office at the corner of Franklin and South Water Streets, at what is known as the Lumber Market.

Mr. Gilbert was married in February, 1872, to Miss Lillis H. Macard, of Battle Creek, Mich., and has one son and one daughter. Mr. Gilbert is a nephew both of the late Eli Bates and also of Mr. Nathan Mears, elsewhere mentioned in this history.

CHAPTER X.

MANUFACTURING ENTERPRISES.

1827—1871.

THE story of the development of Chicago's manufacturing industries has been repeated in every maritime town and passed from lip to lip, until the civilized world is familiar with it. The city has become one of the "seven wonders," the pride of her own citizens and the proud boast of the enterprising men, who nursed these interests when saplings and raised them to maturity.

The pioneer manufacturing industry of the city is, to-day, its principal one. From 1827, when Archibald Clybourne opened a butcher's shop here, to 1832, when the Miller & Hall tannery was established, at Wolf Point, slaughtering was the sole manufacturing industry. A year or two after the tannery was introduced, a few saw mills were established along the North Branch. One on its east bank, south of Division Street, and one twelve or thirteen miles farther north supplied the demand for lumber. In 1832, George W. Dole inaugurated the meat packing industry, and in 1833, Blodgett & Lampman opened a brick yard. The locations of the various industries at the close of the year 1833, are given as follows: Hall & Miller's tannery on Wolf Point, near Samuel Miller's tavern, on North Side; Archibald Clybourne's slaughter-house on North Branch, south of Bloomingdale Road; a little saw mill was in operation, south of Division Street, during the winter of 1833-1834; John Miller's saw mill, thirteen miles up the North Branch from Wolf Point; T. Blodgett's brick yard on north bank of main river, between Clark and Dearborn Streets, opposite the first brick house built in Chicago; George W. Dole's packing-house, on southeast corner of Dearborn and South Water Streets; David Carver's lumber yard, west of Blodgett's brick house; Elston & Woodruff's soap and candle factory, on North Branch, south of Kinzie Street; David McKee's blacksmith, on north bank of river, at the foot of State Street; Jean B. Porthier's blacksmith, west of McKee's, and Rev. William See's shop at Wolf Point. Nelson R. Norton, the boat-builder, and Asahel Pierce, blacksmith, corner of Lake and Canal Streets; Mathias Mason, Lemuel Brown and Clement Stose, blacksmiths; Major Handy, bricklayer, and Augustin Taylor and Joseph Meeker, carpenters, were here. Cabinet makers and builders had not yet established shops. Asahel Pierce converted his blacksmith shop into a pioneer plow factory, and produced numbers of "Bull Plows" with their wooden mold boards. Briggs & Hum-

phreys established a wagon factory on Randolph Street; Gurdon Hubbard built a packing house on the corner of Lake and LaSalle Streets; a public well was excavated in Kinzie's addition; water carriers appeared upon the streets; tradesmen opened shops in out of the way places, and a general air of activity pervaded the settlement, which, in 1834, numbered about 1,800 souls. In the general rush the rights of the weaker were trampled upon, and men went wild in the race after the almighty dollar.

The summer of 1835 dawned on a village of 3,265 people, 398 dwellings, 4 warehouses, 82 stores, 10 saloons, and 5 churches. As wildcat banks were then plenty, and the bills of those banks filled everybody's pockets, trade flourished, and "old timers" began to smack their lips and believe that the prophets of 1833 were not far astray in their calculations, and that Gen. Scott made no mistake when he stated that Chicago would be an important town. The Chicago furnace was erected that year on the west bank of the river, at Polk Street, and opened in December, by William H. Stow; Norton began building the ship *Clarissa*; a flouring mill was projected, and Rockwell's cabinet-shop was opened, making the twenty-sixth mechanic's shop in the village. Captain Huntoon's steam saw mill and J. & W. Crawford's brewery were no inconsiderable additions to the industrial life of early Chicago.

The building of a packing house on Kinzie Street near Rush Street, and the opening of the Goose Island Ship Yard, were some of the opening features of 1836. Sylvester Marsh, who worked in Hubbard's meat-packing concern, from his coming in 1833 to the close of 1834, was the projector of the new establishment. Half a century after his arrival in Chicago, he appeared before the United States Senate Committee on Education and Labor, and when asked what prompted him to settle in Chicago, in 1833, answered as follows: "Well, I heard of it, looked at it, and saw it was a good point. I had faith in the growth of the country, and went there to open a market. There was no slaughter-house there; no place to kill beef, and for sixty days I led the cattle out to an old elm tree that stood on Monroe Street, and there I took a tackle and swung them up on the elm after killing them. There were hardly any sheep and very few hogs. Later, I went into the hog-killing business, going down 150 miles to the Wabash for hogs, driving them to Chicago with whatever cattle and sheep I could pick up, and killing them as the local demand for meat existed. In 1836, when the canal was commenced, I packed 6,000 hogs." This straight story of the old packer speaks plainly of the times and of the condition of manufacturing industries in 1836, immediately before the panic of 1837 spread over the land. The plethora of wild-cat bills led to idleness at home and consequent importations, for an epidemic of laziness seized the pioneer farmers of Illinois; even potatoes were imported, and, as shown, butchers had to go 150 miles away for cattle. Jared Gage built a flouring mill at the foot of West Van Buren Street which, with Marsh's packing house and Shillitoe's soap and candle factory, showed the advance of manufacturing ideas. In 1837 three or four brickyards were opened. Caleb Blodgett opened one on

North Water Street near Wells, west of the pioneer brick factory; Daniel Elston established his on Elston Road; John Penny, one on the North Branch, and Henry Ward, one on the river bank, at Superior Street. Some time later D. H. Underhill's packing house and J. C. Outhett's wagon shop (on Randolph, east of Franklin Street) were opened.

The fact that Joseph Johnston established a soap and candle factory on West Washington Street in 1838, in opposition to Cleaver's factory (removed from the South Branch) and Shillitoe's factory, proves not only the revival of trade but also the growing desire of the inhabitants for cleanliness and light. Neither of the manufacturers produced anything better than the tallow candle and, of course, they or their customers knew nothing of toilet soaps. The making of agricultural implements received some attention, as James V. Dickey established a fanning-mill factory on North Clinton Street, and Albert C. Ellithorpe, one on Monroe Street, near Franklin Street, while S. B. Collins & Co. began the manufacture of boots and shoes. The packers extended their houses, and, as in the case of Gurdon Hubbard, removed to new locations and built larger concerns. From the spring of 1838 to the close of the year, the dealers in provisions and all men engaged in trade here, felt that the panic was over and that a long term of prosperity was to be ushered in. Daniel Webster, who visited the place in June, 1837, told the people that the revival would come and they, believing him, literally made good times out of nothing.

The wagon, plow and fanning-mill industries were not idle in 1839, but the extent of their product was not then ascertained. The establishment of a new brewery, at the corner of Pine Street and Chicago Avenue, by William Lill and William Haas, was due to William B. Ogden, who supplied the little capital required and was the power behind the throne. The product was about nine barrels a week, merely enough to supply the newcomers, many of whom were beer drinkers to whose palates Crawford's beer did not appeal. Though a good demand for whisky existed prior to 1839, enterprise had not yet brought the local distillery into existence, beyond Ed. Nicholson's venture on Illinois Street near the lake. Foster & Robb opened the first sail-makers' house; Elihu Granger constructed a foundry on North Water Street, west of Clark Street; William and John Rankin opened their brass works on Clark and Illinois Streets; Noah Scranton, his block and pump works, on North Water and State Streets; V. Detrich, his match factory, on Division and State Streets; Hayward & Co., their millstone or buhr works, on Kinzie Street; Charles M. Gray, his grain-cradle factory, at 78 Dearborn Street; John Burgess, John Lang and Henry Bower, their wagon shops; P. W. Gates, his machine shop, at 42 Canal Street; James H. Knox, his tannery, south of Polk Street, on Fifth Avenue; and Marvin M. Ford, his tannery, on the northeast corner of Clark and Madison Streets. These industries, with those named under the years 1832-38, and the sash and door factories of Francis McFall, on Market Street; Ira Miltimore, on the South Branch, and Edwin B. Colvin, on

North Water and Dearborn Streets, formed the manufacturing circle. Robert Scott purchased the Chicago sash factory, while Bates & Morgan, cabinetmakers; H. Ross, bookbinder; S. D. Childs, engraver and sign painter; L. W. Holmes, tinner; and A. S. Bates, coffin maker, opened shops here later that year. The Carney brewery, on South Water Street, between State and Wabash, and the Chicago Eagle Foundry were ventures of 1840.

The opening of the Hydraulic Mills in 1842, by James Long, on the corner of Lake Street and Michigan Avenue; the establishment of James Averill's ship-yard, on the north bank of the river near Rush Street, where the first propeller was built; the completion of the water works at a cost of \$24,000; the Gates & Scoville foundry, at the corner of Washington and West Water Streets; Granger's new foundry, on Indiana and Franklin Streets; Hiram P. Moses succeeding Stow & Co., in the management of the Chicago furnace, and the inauguration of a few minor industries, marked the year 1842. A few manufacturing houses were established in 1843, such as the Chicago Iron Works, on La Salle Street, north of Washington Street, by Frederick Letz, and the packing house of Dyer, Chapin & Wadsworth, indeed the place was already established as a meat market, for Archibald Clybourne had killed 3,000 cattle during the winter, which were shipped to New York City early in the spring. Other packers followed Clybourne's example; for beef could be bought for \$2 and \$1.50 a hundred pounds, according to the grade of the cattle. The packers cleaned out the Western country of its live-stock, and made hay while they could, regardless of to-morrow's demands. Such evidences of progress as J. A. Hoisington's "Chicago Book Bindery," Chapman & Lee's tobacco and cigar factory, on Clark Street, known as the "Chicago Tobacco Factory," J. C. Stephens' hat, cap and glove factory; F. Field & Co.'s tombstone factory or marble yard, and R. Lyon's picture frame and "looking-glass" factory at 83 Lake Street, were presented in 1844.

Toward the close of the year 1844, Wadsworth, Chapin & Dyer packed a tierce of beef for the English market, the tierce being made by Hugh Maher. The firm had previously erected a large packing-house, on the South Branch near North Street. George Steele established a packing-house late in 1843, on South Water Street near Franklin Street, following the example of Eri Reynolds, in 1841, and of Sherman & Pitkin, in 1841. The latter firm known as a dry-goods one, was led into the packing business by the promises of large profits, and the little mental labor or chances of loss which it presented.

The old packing-houses, foundries, flouring mills, saw mills and tanneries, with the additions made to their number since the beginning of 1840, showed increase in production and sales in 1845. Wadsworth, Dyer & Chapin were slaughtering 100 head of cattle daily, a portion of the meat being packed under contract with the United States Navy Department, a portion for shipment to England, and some for the home market. During the winter of 1845-46, they killed no less than 2,000 head of cattle, brought in

from Central Illinois and Northern Indiana. The price on foot then was about \$2.50 a hundred pounds. The best beef was selected for shipment abroad, packed carefully in tierces and sent forward to spread the reputation of grass-fed cattle and of the Chicago packers. Hogs, to the number of 11,469 were packed. Meat was packed in barrels for the Eastern market; but the same care was observed in the packing that obtained in the foreign trade. The tanners of the town had more hides than they could convert into leather. All industries were on the high tide of prosperity, and new shops were springing up like pollywogs in Mud Lake.

In 1846 there were 177 manufacturing concerns in existence. The packing houses employed 250 persons; the foundries, 71; the tanneries, 50; the cooperages, 46; wagon shops, 61; shoe shops, 90; saddle and harness shops, 59; hat, cap and fur factories, 44; tailor shops, 121; cabinet and chair shops, 83; soap, candle and oil factories, 16; and in all manufacturing industries about 1,400 persons, or one-tenth of the population. The industries and their number are given as follows:

Book-binding establishment, 1; boot and shoe shops, 25; breweries, 3; cabinet and chair factories, 12; candle shop, 1; confection factories, 3; cooperages, 13; sash, door and blind factories, 4; engraving shops, 2; foundries, 4; mill stone factory, 1; fanning mill factories, 2; glove and mitten factory, 1; hat, cap and fur factories, 4; ink factory, 1; "looking-glass" and picture frame factory, 1; tombstone and marble yards, 2; saw and flouring mills, 4; oil, soap and candle factories, 8; packing-houses, 6; pottery, 1; steam planing mills, 2; saddle and harness manufactories, 8; tailor shops, 25; tanneries, 2; tobacco and cigar factories, 6; wagon shops, 13; jewelry makers, 6; millinery shops, 15, with 1 upholstery shop and a few kindred industries.

The establishment of McCormick's Reaper Works in 1847 was the first signal of the city's advancing popularity. When the Virginian inventor determined to abandon Cincinnati and make Chicago the scene of his operations, men who had not thought before saw the logic of the agricultural implement maker's move, and began to speak of Chicago as the manufacturing center of the future.

The magic of progress fell and shone upon a town of 20,023 inhabitants in 1848. The erstwhile hunting ground of the Pottawattomie, the post of the soldier, the village of the commercial adventurer, was transformed into a busy center of a busy people. The thorough advertising given to the location by the delegates to the River and Harbor Convention of 1847 was one of the causes for the transition. Their glowing eulogies of the place attracted the attention of the people, and sent or brought hither many men of enterprise in all branches of trade and commerce. The feeling that the town was designed to expand in population, area and wealth, was general; immigrants flying from the tyranny of the German and British ruling classes began to flock in; new factories sprung into existence; a railroad was building, a canal was completed on April 10, and the first boat passed over it, and a happy epoch was introduced. Cyrus H. McCormick arranged to have his patented reapers produced on a larger

scale, so that no less than 1,500 of these machines were made and sold that year. H. W. Rincker established a bell factory on Canal Street near Adams Street, and produced the first bell here, which was placed in St. Peter's Catholic Church, on Washington Street west of Fifth Avenue.

Nugent & Owens established brass works on Market Street; the new foundry and car shops of Scoville & Sons were built on Canal and Adams Streets; B. C. Walsh, who began the building of omnibuses in 1846, was now doing a large trade; the Foss brothers and J. W. Noble established their planing mills, while numerous additions to the packing and other manufacturing interests were made, and a board of trade organized.

In 1849-50, after the echoes of the locomotive whistle became familiar, those of the factory whistle grew in number and volume. Shipbuilding, the manufacture of farm implements, furniture, sash, doors, and blinds, and meat packing, became great industries, by comparison with what the city boasted of before. Charles Reissig established the Chicago Steam Boiler Works, on the west bank of the river at the foot of Jackson Street; Mason & McArthur established a foundry on Randolph Street, and Cleaver established the grease works at Cleaversville. The total capital invested in foundries, that year, was \$55,000; in agricultural implement factories, \$98,000; in carriage and wagon factories, \$22,300, and in blacksmith shops \$10,700, with possibly \$30,000 in other workshops. Cincinnati was then the hog packing metropolis of the world, producing, during the packing year of 1850-51, no less than 334,000 hogs, against Chicago's 20,000. Indianapolis at that time packed 18,000 hogs, while St. Louis, Milwaukee, and Louisville were far above Chicago in the production of hog meats.

In 1852 the people became accustomed to gaslight, for there were no less than 561 private consumers, apart from the municipality, which had 209 public lamps, or in all, 7,532 burners, consuming 8,911,000 feet of gas. The Chicago Locomotive Company bought the Scoville works in September, 1852, and completed the locomotive *Enterprise* for the Galena & Chicago Union Railroad Company, being the first built in Chicago, and the *Falcon*, the second locomotive engine built here. The Galena & Chicago Union Railroad Company added a locomotive-building department to their shops; the American Car Company commenced work on the new shops on the lake front three miles south of the Chicago River; the Union Car Works of A. B. Stone & Co. were erected out on the prairie, and Stone & Boomer, the builders of the Howe Patent Truss Bridge, erected their works close by.

H. & O. Wilson's marble yard on the corner of State and Washington Streets was established, and \$15,000 worth of marble work sold. George W. Penney and Elston & Co. were still in the brick manufacturing business with F. T. & E. Sherman, Anthony Armitage, Louis Stone and other smaller manufacturers, all producing about 20,000,000 bricks, which sold from \$6 to \$6.50 a thousand. B. C. Walsh & Co., who established an omnibus factory here six years before, were large manufacturers of carriages, coaches and wagons in 1852, having shops on Randolph Street; Ellithorpe &

Kline carried on a similar industry, on the corner of Randolph and Morgan Streets; Peter Schuttler, on Randolph and Franklin Streets, and J. C. Outhett, on Franklin Street. H. Whitbeck manufactured buggies, wagons and plows, producing 1,000 plows and 589 vehicles. The furniture manufacturers were C. Morgan, who had a five-story building on Lake Street; Ferris & Boyd, who had their shop on Van Buren, and store on Lake Street; Thomas Monahan, Boyden & Willard, D. L. Jacobus and a number of smaller manufacturers were here. Scammon & Haven established the Chicago Oil Mill, and produced 40,000 gallons of oil from flaxseed supplied by the farmers of the immediate territory, together with over 3,000 barrels of oil cake. Two hundred thousand pounds of putty were also produced by these works. The Cleaverville soap and candle factory produced 1,000,000 pounds of soap and candles, 43,500 gallons of lard oil and 1,200,000 pounds of tallow and lard.

The Reissig steam boiler factory, Mason & McArthur's gas works machinery, boiler and sheet-iron factory, the Eagle Works of P. W. Gates, the Chicago steam engine works of H. P. Moses, H. Sherman's Phoenix foundry and stove works, Vincent Himrod's stove works, J. S. Wright's factory for the Atkins' self raking reaper and mower, and the McCormick reaper factory were important industries, employing many hands and certain builders of Chicago's name and fame. W. S. Gurnee had two acres on the South Branch devoted to his tannery, in which were tanned 18,000 hides of 45,000 handled. C. F. Grey & Co. tanned 13,819 hides, while a third tannery produced 6,984 tanned hides and skins. The export trade in flour and grain fell below that of 1851, owing to the increased home consumption, but the packing interests showed a marked increase. In 1853 J. S. Wright's reaper factory was in operation, the Union Car Company produced their first railroad car, the Chicago Iron Railway manufactory of A. F. Stoddard was established on Randolph Street, John Peattie opened his steam engine works on North Water Street, the American Car Company's works were in actual operation, producing 700 freight cars and some coaches for the Illinois Central Railroad, Frederick Bleaker introduced the profession of book soliciting, Edward Mendel established a lithographing house at 170 Lake Street, while Henry Acheson and William H. Rodway abandoned the printing trade and founded their lithographic houses. Wood and iron workers increased, and out of their ranks came several manufacturers who started on a very small scale.

The Furst & Bradley Mfg. Co. was evolved, in 1854, out of the old plow foundry of Asahel Pierce, the pioneer; the Stephens brothers established their steam-engine factory; Collins & Blachford founded their sheet-iron and lead manufacturing house on Clinton and Fulton Streets; the American Car Company produced 39 passenger coaches and 230 platform cars; the Union Car Works turned out of their shops 400 cars; the old Scoville Car Works, mentioned previously, was doing a heavy business in locomotive construction under the new owners, and the Galena & Chicago Union Railroad Company's machine shops produced the engine called "Blackhawk"; the Chicago

Wooden Ware Manufactory was brought into existence by Rosseter & Pahlman, and became, within a year, the greatest house of its class in the United States; Isaiah Brown established the first match factory on Wells Street, and was followed immediately by Chapman & Atwood, who founded the Eagle Match Factory; Wiegler & Co. opened the first box factory at 71 Lake Street; R. G. Green opened a melodeon factory on the corner of Washington and Market Streets, and in and round the city manufacturing enterprises grew in number and importance. The value of locomotives, machinery, railroad cars and iron goods, produced in 1854, was \$3,200,000; of agricultural implements, \$350,000; carriages and wagons, about \$500,000; furniture, about \$333,333; sash, doors and blinds, about \$500,000; stoves, leather, soap, candles and kindred industries, about \$3,000,000, and brass and copper goods, \$135,000. Exclusive of the packing and milling interests, there were \$2,500,000 invested in the industries named. No less than 5,000 men found direct employment in the factories at that time.

The men employed in the factories numbered no less than 8,740 in 1855. The value of beef packed in 1855 was \$1,152,420.96, and the number of hogs packed 73,694. The steam flouring mill, constructed early in 1854 by Ricord, Bierlein & Co., was burned toward the close of that year. The Hydraulic mills, closed down September 24, 1854, having manufactured 11,000 barrels of flour and 210,000 pounds of corn meal from January 1 to that date, were re-opened in 1855, and with Adams & Co.'s mills, on North Water Street; the Empire mill (rebuilt), on North and La Salle Streets; Gage & Haines' mill, on South Water Street; N. A. Chase's mill, on North Canal Street; Stevens, Lane & Co.'s mill, at 143 West Lake Street; and McNair's Novelty Mills, at 53 State Street, were all producing good brands of flour. D. Ballentyne's distillery, which occupied part of the site of the new Illinois Central depot; Crosby & Co.'s distillery, on the river bank near Chicago Avenue; J. S. Saberton's little beer and whisky making establishment, on North State Street near Lincoln Park or Wolcott Street and the cemetery; and Lill & Co.'s distillery, at 38 Franklin Street were here. The Columbian Brewery, on Pine and Pearson, and the Garden City Brewery, at 115 Dearborn Street, commenced brewing in 1855, and, with the older breweries of Frederick Burroughs, on Union and Lake Streets; Busch's North Brewery, on the Green Bay road; James Carney's, at 39 South Water Street; J. A. Huck's and George Metz's, on North State Street; the North Star, also on that street; and Lill & Diversey's great brewery, on Pine Street and Chicago Avenue; and the new packing houses, proved conclusively that the old residents were not disposed to hunger, or the workers in the factories to thirst.

The Chicago of 1856 had \$7,759,400 invested in manufactories, which produced \$15,515,063 worth of goods, and employed 10,573 hands. The burning of R. M. & O. S. Hough's packing house; the first brewing in Conrad Seipp's brewery; the purchase of the American Car Works by the Illinois Central Company; the establishment by

Evarts & Butler of a shingle machine and engine factory on North Water Street; of James Campbell's boiler shops on Jefferson, near Kinzie Street; of W. M. Horton's foundry on Canal and Adams Streets; the rebuilding of H. A. Pitt's threshing machine and horse-power apparatus factory on Randolph and Jefferson Streets; the opening of H. D. Emery's Chicago Agricultural Works; the burning of Goss & Phillips' factory and its rebuilding; the succession of J. T. Mensden as owner of Walsh's carriage factory on Randolph, east of La Salle Street; the succession of Tucker & Steinhouse to Asahel Pierce as owner of the plow and carriage shops; the establishment of furniture factories by Hutchings & Brown and Jacob Strehl, and the founding of L. Lyon's white lead factory on Halstead and Fulton Streets, marked the history of 1856, as far as manufactures were concerned.

A few of the smaller factories were literally tumbled by the convulsion of 1857, but such houses as McCormick's, on North Water Street east of Rush Street; Hooker & Jones, 107 Lake, and Wright & Co., on Peyton and Michigan Streets, agricultural implement manufacturers; the Brunswick, the Griffith and the Schleiffarth billiard table factories; the nineteen brewing concerns; the two car wheel manufactories; the twenty-one coopers; the seven distillers; the six oil manufacturers; the thirteen packers, and 90 per cent. of the numerous manufacturers, who were here in the year 1855, withstood the financial storm and "came up smiling" in 1858, to share in the profits of the revival of trade and industry.

Only 12,000 tons of bar, sheet and railroad iron were produced in 1857, being 10.4 per centum of all produced in six western States. The building of the Chicago rolling mill, on the North Branch, that year was the cause of this percentage. It must be considered the beginning of our great iron manufacturing industry.

That Chicago did suffer from the panic is shown by the fact that the number of inhabitants fell to 90,000 in 1858. How quickly she recuperated may be learned from the enumeration of 1859, which credited her with 95,000 persons. In the winter of 1858-59 no less than 171,684 hogs were packed, against Cincinnati's 382,829, but the ensuing season, 1859-60, the hogs packed fell to 151,339, while Cincinnati increased to 434,499. In the winter of 1860-61 the Garden City packed 271,805 hogs, against Cincinnati's 434,499, and prepared to take the lead in this branch of industry, as she had already taken in the grain trade, 22,910,000 bushels of grain being handled in 1858; 18,195,000 in 1859, and 35,840,000 in 1860. In 1859, 123,932 tierces and barrels of beef and 92,218 barrels of pork were shipped. In 1860 the export of beef fell to 85,563 tierces and barrels, and of pork to 91,721 barrels, the price of the former ranging from \$8 to \$12 a barrel, and of the latter from \$14.50 to \$20. Of 945,348 barrels of flour received, 232,000 were manufactured here, 698,132 barrels were shipped, and the price ranged from \$4.40 to \$5 a barrel. The beef packers here at the beginning of 1860 were: R. M. & O. S. Hough, established in 1850; Cragin & Co., 1854; Van Brunt & Watrous, 1858; Gurdon S. Hubbard, 1834; Hayward, Bloomfield & Co., 1858; A.

Brown & Co., 1853, and Clybourne & Co., 1827-34. The hog packers were: Jones & Culbertson, 1858; Tobey & Booth, 1852; Leland & Mixer, 1859; George Steel, 1843; G. & J. Stewart, 1857; Thomas Nash, 1857; J. G. Law, succeeded Moore & Seaverns in 1858; Patrick Curtiss, 1858; Burt & Higgins, 1858; Holder & Priest, 1858; Louis Richberg, 1858; Smith & Son, 1858; Reynolds & Lunt, 1857; Noyes & Co., 1858; Charles Silver, 1858, and A. E. Kent & Co., 1860. There were 29 iron-casting establishments, and the iron mills of Captain E. B. Ward, with a full quota of wood-working and miscellaneous factories, all giving employment to about 14,000 men, of whom 1,355 were employed in the iron works.

There were 150 iron-working establishments here in 1870, employing 5,312 men, and showing an investment of \$6,293,000. The value of goods produced was \$9,172,806. The nature of factory and number are given as follows: Iron, forged and rolled, 6; agricultural implements, 4; castings, 22; machinery, 23; engines and boilers, 14; tin, copper and sheet-iron ware, 49; hardware, 4; heating apparatus, 2; anchor and cable chains, 1; nails and spikes, 2; wrought-pipe, 1; wrought railing, 3; stoves, heaters and castings, 3; pumps, 4; safes, doors and vaults, 2; saws, 2; scales and balances, 2; sewing machine fixtures, 2; steel springs, 1, and wire works, 3. The fact that the McCormicks sold 10,000 reapers and mowers in 1868, and even a greater number in 1870, brought that industry to second place in the value of product, and to third place in the number of employes among Chicago's industries.

The leather makers and workers made a very respectable showing in 1870, there being 15 tanners and 314 employes, producing leather valued at \$1,618,501. Twelve curriers employed 259 hands, and produced \$1,714,620 worth of curried leather. In that year, there were 28,026,034 pounds of hides received and 27,245,846 pounds shipped. The difference does not at all represent the number received by the Chicago tanners, as they relied upon direct deliveries from farmers and slaughtering houses for material.

The brickyards, in 1870, employed 1,093 hands in the twenty establishments, paid \$256,055 annually in wages, and \$130,030 for material. The capital invested was \$311,000, and the value of product, \$583,575. A few of the old brick manufacturers were in business that year, with Corrigan & Co. at Lock and Hickory Streets; and Isaac Wentworth, on Laffin, who opened yards in 1869; P. McQuaid, of Strauss, Hahn & Co., on Wood Street and Blue Island Avenue, in 1863; the United States yards, near Brighton Park, established in 1866, by F. C. Wells; Moulding & Harland's yards, on Ashland Avenue, in 1868; Miller & Johnson's yards, established the same year, as well as Miller & Myers yards, on Robey and Staples, and Van Loan's yards, on the South Branch near Ashland Avenue. The list was increased in 1871 by many men entering the field, whose names are given in the list of manufacturers for that year. The manufacture of pressed brick may be said to have been entered upon with earnestness in 1871, when the Philadelphians ventured to charge exorbitant

prices for the products of their yards, and the railroad companies made almost prohibitive freight rates.

In 1868 there were 1,307 buildings of the 39,366 houses then in the city devoted to workshops and manufacturing industries. In 1869, the total number of buildings was 43,920, and on October 1, 1871, the number was estimated at 60,000, with about one-fiftieth, or 1,250, of that number devoted to manufacturing industries. With the exception of the mill-work, cut stone and brick used in the construction of this forest of houses, little of the material was manufactured here, the lumber being sawed in Michigan or Wisconsin; the hardware being manufactured in the East, and even the nails being imported by the dealers in builders' hardware. With all this, there were 32,000 hands employed, \$17,300,000 paid in wages, and \$89,000,000 worth of manufactured goods produced in 1870, and fully 15 per cent more in 1871. That activity in the packing, iron, leather, planing-mill and sundry industries was marked, is shown by the statistics; but that Minneapolis robbed Chicago of her prestige, as a flour manufacturing center is also evident. As railroad building and State building engrossed the attention of the American people and led to the disappearance of the American flag from the high seas; so the attention given by Chicago to the packing and iron industries led to the extinction of her flour manufacturing industries.

At the time of the fire there were 6 agricultural implement factories, 2 artificial flower factories, 2 artificial limb factories, 1 artificial stone concern, 6 awning factories and 1 axle-grease factory in operation, with 2 bag factories, 123 bakeries, 5 baking-powder concerns, 1 bank vault foundry, 1 banner factory, 2 manufacturers of baseball goods, 1 bed-spring factory, 2 bellows factories, 7 billiard table factories, 4 bitters manufactories, 1 maker of blackboards, 67 blacksmiths, 7 blank-book manufacturers, 2 boat-builders, 2 boiler-flue makers, 7 boiler factories, 2 bolt and bolting-machine houses, 1 boot and shoe heel factory, 1 boot and shoe machinery house, 260 boot and shoe-makers, 13 boot and shoe manufacturers, 5 box-makers, 1 branding-iron house, 13 brass-casting concerns, 21 breweries, 11 brick-yards, 1 bridge-building concern, 1 bristle manufacturer, 1 maker of broom-handles, 6 broom manufacturers, 8 brush manufacturers, 1 butter-box factory, 12 cabinet-makers, 1 cane-maker, 5 carpet-weavers, 31 carriage and wagon builders, 1 cast-steel founder, 2 carvers in wood, 1 chain manufacturer, 5 chair manufacturers, 10 manufacturing chemists, 1 chocolate factory, 3 cigar-box manufacturers, 113 cigar manufacturers, 1 cigarette manufacturer, 3 clothing manufacturers, 6 coffee and spice mills, 2 coffin manufacturers, 8 confectionery manufacturers, 19 coopers, 1 cork manufacturer, 3 cotton-batting manufacturers, 5 corset factories, including 1 silver skirt and wire factory, 5 cutlery manufacturers, 1 dentists' material factory, 15 distillers and rectifiers, 114 dress-makers, 1 rubber stamp factory, 1 egg-case factory, 1 elevator-bucket factory, 5 electrotypers, 2 emery-cloth and emery-paper manufacturers, 1 enameled glass factory, 27 engravers on copper, steel and wood, 1 feed mill, 1 fence manufacturer, 2 file manufacturers, 1

fire-extinguisher factory, 1 fireworks factory, 4 flavoring extracts factories, 14 flouring mills, 1 portable flour mill machine shop, 1 portable forge manufacturer, 29 foundries and iron works, 4 hot-air furnace factories, 37 furniture factories, 2 gas works, 1 gold-leaf manufacturer, 2 silver-platers, 1 gas lamp manufacturer, 1 gas and water-pipe manufacturer, 3 glove manufacturers and 3 buckskin glove-makers, 3 glue factories, 7 hat factories, 7 hat and cap-makers, 1 hay-press factory, 3 horse-collar factories, 1 horse-nail factory, 44 shoeing establishments, 4 ice-cream manufacturers, 2 ink manufacturers, 1 insole factory, 2 ivory turners, 5 japanners, 6 jewelry manufacturers, 1 jewelry-box factory, 11 junk-breakers and gatherers, 3 knitting-machine factories, 1 label factory, 1 ladder factory, 2 lamp and lantern factories, 2 lard-oil factories, 3 last manufacturers, 31 laundries, 2 leather-belted factories, 1 rubber-belted factory, 8 lightning-rod factories, 1 vault and sidewalk light factory, 3 lime manufacturers, 2 linseed oil factories, 1 lock manufacturer, 1 loom manufacturer, 2 lounge factories, 1 lumber dry-kiln, 29 lumber manufacturers' yards, 1 macaroni factory, 1 machinists' tool factory, 11 malt manufacturers, 2 mantel and grate foundries, 4 match manufacturers, 3 mattress makers, 205 butchers, 1 meerschaum pipe factory, 1 metallic sign factory, 1 metallurgical works, 7 model and pattern-makers, 12 moulding and picture-frame factories, 10 musical instrument factories, 6 necktie manufacturers, 1 oakum factory, 2 office furniture factories, 12 oil manufactories, 60 meat-packers, 3 paint factories, 5 paper-bag and 10 paper-box factories, 1 perforated sheet-metal factory, 3 perfumery manufacturers, 6 pickle factories, 2 plated-ware factories, 1 pocket-book factory, 2 potteries, 35 planing mills, 8 pump-makers, 1 railroad car factory, 2 car-wheel works, 1 railroad frog factory, 1 razor strop factory, 3 regalia manufacturers, 1 ring manufacturer, 3 rolling mills, 64 saddle and harness-makers, 2 saleratus factories, 2 saw-mill manufacturers, 3 scale factories, 2 sculptors, 2 sewer-pipe kilns, 1 sewing-machine factory, 2 shingle mills, 1 shipping-can factory, 2 ship-yards, 27 shirt factories, 1 shoe factory, 1 shot factory, 3 show-card and sign factories, 10 show-case factories, 15 soap and candle factories, 7 soda-water factories, 1 spectacle factory, 14 steam boiler and engine shops, 2 steam forge factories, 9 steam-heater foundries, 7 stove foundries, 1 stove-pipe factory, 2 straw-goods manufacturers, 1 tack factory, 1 tag factory, 115 merchant tailors, 130 custom tailors, 17 tanneries, 2 terra-cotta works, 12 tobacco manufacturers, 2 toilet goods factories, 4 toy manufacturers, 20 trunk factories, 6 umbrella-makers, 4 varnish manufacturers, 15 vinegar works, 54 wagon-makers, 2 washing-machine manufactories, 1 watch factory, 101 jewelers and watch-makers, 4 whip manufacturers, 6 white lead mills, 6 willow-ware factories, 4 window-shade factories, 2 wire-cloth factories, 2 wire-spring factories, 3 wire works, 2 yeast manufactories, 2 zinc-working establishments.

The directory of Chicago, published in 1871, shows the locations of all the houses, which fell under the flames of October 7, 8, 9 and 10, of that year. The packing houses, lumber yards and budding industries of the Bridgeport country and of the

West Side escaped, while the manufacturing houses of the city, with most of all that was city-like in Chicago, were wiped out.

For a few days, the heart of Chicago and all the burnt district was in its azoic condition, for fire drove off or destroyed animal life. The cenozoic period came suddenly. Men ventured among the ruins, and crowds followed the adventurers. The debris was seized by the workmen, the streets cleared, and within a week from the beginning of the fire, Chicagoans created a new local era, in which a quarter of a century would witness the accomplishment of greater things than a century would in the past.

Modern Chicago dates back to 1872. The fire destroyed old manners and customs, as well as old industries, cleared away social and commercial debris, and suggested a thousand paths in which enterprise might walk.

Before sunset on October 9, 1871, the people had risen above the stupor of loss and fright and were prepared for the restoration. All the States had promptly contributed relief; provisions had arrived and were coming in, a well-organized relief association was operating; the danger of famine was past and mechanics, as well as sightseers were on the way to the "Burned City." Throughout the long Chicago winter the builders worked; factories were re-established and new manufacturing industries were introduced. Out of the ruins rose workshop, business block and dwelling; day and night the echoes of industry sounded and resounded and the foundations of Chicago, as we know it now, were laid deep and well. In presence of the actualities of life, men and women forgot the terrors of the fire, and all looked to the future. It was a community where the old motto, *Aide-toi, et le Dieu t'aidera*, was specifically observed, and, accordingly, one where phenomenal progress was made in things material. During the packing season of 1871-72—November 1 to March 1—new Chicago packed 1,218,858 hogs against Cincinnati's 630,301, and the following season increased the lead by packing 1,425,079 against the Queen City's 626,305. St. Louis and Louisville, old rivals in meat packing, were left entirely in the shade, and, of course, Milwaukee had to strive for a place among the minor producers. During the season following the great fire there were 16,080 cattle packed here against 15,755 the succeeding season, and of 684,075 head of cattle received in 1872, no more than 510,025 were shipped, so that the number packed represents only a small part of all which passed through the Chicago abattoirs that year. In other branches of manufactures extraordinary activity prevailed, and all who prophesied the death of the western city were confounded. The very lines which Thomas Buchanan Read addressed to Cincinnati in the thirties, might now with the change of one word, apply to Chicago:

"A glorious city spreads its welcoming arms—
The *Garden* metropolis of inland States—
Which, like a mighty heart, receives and gives,
Swelling through all the body of the land
The pulsing veins of trade."

The relation of manufactures and trade to population for the 21 years ending December 31, 1893, is shown in the following table:

RELATION OF MANUFACTURES AND TRADE TO POPULATION FOR 21 YEARS, ENDING DECEMBER 31, 1893.

YEAR.	1873	1874	1875	1876	1877	1878	1879	*1880	1881	1882	1883
No. of establishments.....	1,500	1,629	1,849	1,820	2,344	2,617	2,884	3,779	2,018	2,182	2,378
Capital employed.....	\$85,000,000	\$99,400,000	\$68,469,000	\$90,037,100	\$77,682,000	\$85,782,000	\$85,928,000	\$84,725,000	\$73,400,000	\$82,000,000	\$83,030,000
Hands employed.....	60,000	53,000	56,060	55,100	58,230	67,504	62,948	80,075	87,900	96,654	114,457
Aggregate wages.....	\$32,000,000	\$26,446,000	\$28,043,283	\$24,859,434	\$25,537,000	\$31,007,000	\$34,787,000	\$37,782,000	\$49,400,000	\$53,000,000	\$58,570,000
Value of product.....	\$176,000,000	\$168,634,000	\$191,006,560	\$200,438,177	\$202,115,000	\$227,560,000	\$223,809,000	\$289,650,000	\$317,000,000	\$305,000,000	\$307,000,000
Value of manufactures and of produce and wholesale trade.....	\$514,000,000	\$575,000,000	\$596,000,000	\$537,000,000	\$595,000,000	\$850,000,000	\$764,000,000	\$900,000,000	\$1,015,000,000	\$1,045,000,000	\$1,050,000,000

YEAR.	1884	1885	1886	1887	1888	1889	**1890	1891	1892	1893
No. of establishments.....	2,282	2,355	2,341	2,396	2,388	3,119	9,977	3,307	3,433	3,405
Capital employed.....	\$87,362,700	\$35,285,000	\$109,308,000	\$113,660,000	\$116,130,000	\$134,045,000	\$432,456,084	\$210,302,000	\$229,225,000	\$244,280,000
Hands employed.....	105,725	109,925	126,430	134,615	182,016	151,070	210,366	180,870	186,085	171,700
Aggregate wages.....	\$48,182,000	\$51,175,000	\$67,717,250	\$74,567,000	\$73,475,000	\$84,500,000	\$123,955,001	\$104,904,000	\$114,338,700	\$99,200,000
Value of product.....	\$292,238,912	\$316,900,000	\$349,679,000	\$403,109,500	\$401,161,000	\$452,223,000	\$664,367,923	\$567,012,000	\$586,335,800	\$574,490,000
Value of manufactures and of produce and wholesale trade.....	\$883,000,000	\$659,000,000	\$667,000,000	\$1,103,000,000	\$1,125,000,000	\$1,177,000,000	\$1,380,000,000	\$1,459,000,000	\$1,533,000,000	\$1,435,000,000

*Census of 1880.

**Census of 1890.

†Amount of produce and wholesale trade; the manufactured goods being included.

It is well to observe, that in 1890, the Census enumerators counted all manufacturing industries, large and small; while in the other years only the important ones were recognized. Thus, in 1890, the comparative figures to correspond with the other returns should be: Number of establishments, 3,250; capital, \$190,000,000; hands employed, 177,000; aggregate wages, \$96,200,000, and value of product, \$538,000,000.

Like the rebuilding of Rome after the fire of 64 A. D., the rebuilding of Chicago won to her citizenship 30,000 expert artisans and tradesmen. They received good wages in 1871-72, and, with the savings of a year and their own enterprise and grit, became themselves employers of mechanics, established many workshops and joined with the old manufacturers in creating a new era. One hundred and seventy-five factory buildings fell in the fire, but within a year brick structures in greater number were dedicated to manufacturing industries.

In October, 1872, the population was ascertained to be 364,377; in 1874 it was 395,408; in 1876 it was estimated at 450,000; in 1880 the census enumerators found 503,185 inhabitants; in 1890, they reported 1,099,850—an increase of 118.5 per centum—while the school census enumerators reported 1,208,669; and in 1894 the population by the school census was 1,567,657. The registration of October, 1894, showed 313,676 male voters or 3,745 more than New York City, indicating a population of little less than 2,000,000 souls.

The following statistics, summarized from general statistics for 1892 and 1893, deal only with the principal manufacturing industries of the city, and, in this respect vary from the statistics of 1890, which covered all manufacturing concerns:

	Employees.	Value of Product 1892.	Value of Product 1893.
Meat packers.....	24,000	\$118,718,000	\$107,000,000
Brass and copper workers.....	16,300	52,310,000	78,000,000
Iron and steel workers.....	19,420	72,420,000	62,825,000
Iron and wood workers, such as wagon, agricultural imple- } ments, hydraulic elevators, sewing machines, etc..... }	17,200	43,480,000	44,900,000
Wood workers, such as planing-mills, cooperages, picture- } frames, pianos..... }	15,240	51,830,000	40,650,000
Brick and stone manufacturers.....	7,590	15,845,000	11,745,000
Brewers and distillers.....	7,000	42,786,000	45,500,000
Chemicals.....	5,245	30,400,000	26,910,000
Leather.....	7,600	24,980,000	24,700,000
Textiles.....	28,000	57,925,000	48,350,000
Printing and engraving.....	12,075	31,400,000	38,850,000
Aliments, such as bakeries, *flouring-mills, confectionery } manufacturers, pickle and spice manufacturers, and one } sugar refinery which produced \$4,000,000 worth of sugar.. }	5,885	34,081,800	34,450,000
Miscellaneous.....	6,145	10,160,000	10,600,000
Totals.....	171,700	\$586,335,800	\$574,480,000

The totals could be easily increased \$150,000,000 by taking cognizance of petty manufacturing houses, and sweat-shops, as is the rule in reporting for the United States Census, but Chicago is well satisfied with the figures, particularly as they have been made without depriving labor of its rewards. In 1890, the male hands employed

*Three flouring mills employed 15 hands in 1893 and produced flour valued at \$2,000,000.

earned \$586, and the female hands \$310, annually, against \$499 for males and \$268 for females—the annual average wages throughout the United States.

According to the United States Census, taken in 1890, Chicago is first in the manufacture of agricultural implements, railroad cars, soap and candles, and meat packing. She is second in general railroad shop and construction work, in the manufacture of men's and women's clothing; in cooperage work, in coffee and spices, in furniture, in planing mill products, in job printing and book publishing, and in tinmiths' work. Of 43 manufacturing industries noticed specially in the Census of 1890, Chicago was only first in 4, while New York was first in 28. Pittsburg was the only rival of Chicago in the production of iron—the value of her output being \$69,605,057, against \$61,100,915 recorded for Chicago. From Extra Census Bulletin No. 60, issued March 10, 1894, giving the statistics of manufactures in 165 principal cities, is taken the following data, covering the seven leading manufacturing centers:

	Investment.	No. of Employees.	Wages.	Value of Products.
New York	\$426,119,272	354,291	\$230,102,167	\$777,222,721
Chicago	359,739,598	210,366	123,955,001	664,567,923
Philadelphia	375,249,715	250,264	125,917,021	577,234,446
Boston	118,198,539	90,805	55,125,872	210,936,616
Cincinnati	104,483,032	96,689	47,691,332	196,063,983
St. Louis	141,872,386	94,051	53,394,630	229,157,343
Brooklyn	161,730,500	109,292	65,247,119	269,244,147

The low sum charged under the head of wages for Chicago and the high value placed on products must be credited to the high price of cattle and hogs sent through the abattoirs and the low price of stockyards labor; for, as a general rule, labor is better paid here than in any other city in the world.

The exact figures for the last four and one-half years cannot be obtained. The increase in product of Chicago's factories, for the decade ending in June, 1890, was 166.87 per centum, against Philadelphia's 77.90 and New York's 64.34, or at the rate of 2.59 against New York's 1.

The humble beginnings of the Chicago packing houses and the extraordinary growth of the packing industry, from 1861 to 1871, have been described. The evolution of George W. Dole's abattoir (wherein were killed, in 1832, the first cattle and hogs packed in Chicago), into the gigantic industry of the present day, is like the process which developed a great city out of a trapper's settlement. The present Stock yards were opened in 1866, and within a few years the old packers of war times moved to the new center, from Grove and Eighteenth Streets, though cattle markets were still held at the corner of Ogden Avenue and Madison Street, on the lake shore at Thirty-fifth Street, as well as at other yards on State and Twelfth, Canal and Sixteenth, Cottage Grove Avenue, and on Twenty-second Street, until the great fire suggested a more compact arrangement and the municipality enforced its sanitary ordinances. From 1866 to April 1894, there were 43,651,742 cattle, 137,410,989 hogs and 23,573,657 sheep received in Chicago. Of the number received, there were 13,104,-

605 cattle and 68,697,565 hogs packed from the winter of 1866-7, to the winter of 1888-9. The statistics, for the past twenty-two years, are given in the following table:

SEASON.	Number of Cattle Packed.	Number of Hogs Packed.	SEASON.	Number of Cattle Packed.	Number of Hogs Packed.
1871-2.....	16,080	1,225,236	1882-3.....	697,033*	4,222,780
1872-3.....	15,755	1,456,650	1883-4.....	1,182,905*	3,911,792
1873-4.....	21,712	1,826,560	1884-5.....	1,319,115*	4,228,205
1874-5.....	41,192	2,136,716	1885-6.....	1,402,613*	4,928,730
1875-6.....	63,783	2,320,846	1886-7.....	1,608,202*	4,425,941
1876-7.....	324,898*	2,933,486	1887-8.....	1,963,051	3,732,244
1877-8.....	310,456*	4,009,311	1888-9.....	2,050,627	3,218,415
1878-9.....	391,500*	4,960,956	1890.....	2,206,185	4,473,467
1879-80.....	486,537*	4,680,637	1891.....	2,680,333	6,071,659
1880-1.....	511,711*	5,752,191	1892.....	2,667,523	5,247,798
1881-2.....	575,924*	5,100,484	1893.....	2,469,393	4,352,095

According to the statistics for 1893, there were twenty hog-packing establishments, employing 12,000 men; twelve beef-canning and packing houses, employing 7,000; twenty lard, lard-oil and stearine factories, employing 3,500; five butterine factories, employing 1,000, and eighteen sausage factories, employing 500 men; the value of products of the industries, in the order given, being, \$50,000,000, \$39,000,000, \$11,000,000, \$4,200,000, and \$2,800,000. The number of hands employed in the seventy-five establishments is 24,000 and the total value of product, \$107,000,000.

*Includes city consumption.



CHAPTER XI.

THE COMPARATIVE GROWTH OF MANUFACTURES.

IN comparing the manufactures of Chicago with those of her sister cities, the object is to show where the former has advanced or fallen behind in the principal industries, and to assign a cause for development on one side and for failure to develop on the other. Her relation to the other great cities in manufactures is stated in a general way elsewhere. Here the details of her rapid progress are given in figures, and her manufacturing place, as recognized by the Census of 1890, fixed. The statistics are interesting and instructive from all points of view, for they exhibit the little beginnings of what are now mammoth industries, and show where semi-developed manufactures stood four years ago, while yet this city was second to New York in population and third or fourth in political, social and financial influence.

The period from June, 1890, to December, 1894 (in itself a most extraordinary one, so far as Chicago is concerned), does not offer authentic statistics on which to continue the comparisons, save in the matter of population, and, even in that, the registration of votes in October, 1894, must be made the basis. The figures give Chicago precedence in the number of inhabitants, and therefore place it first in number of inhabitants among all the cities of America. To this distinction she approached without the blare of trumpets. That a corresponding advance has taken place in her manufactures may be assumed, for certainly the addition of 900,000 people to a community, within less than half a decade, warrants the assumption. In the center of the north half of the American Continent, with prospects as illimitable as the great country to which she is the gateway, and with a manifest destiny to be the mistress of manufactures and trade, and even of commerce, one may, without figures, credit her marvelous modern life with magnificent, vigorous strides toward the metropolitan place. The land is hers already; the commerce of the lakes is a link in the chain of her glories; and now she is wedding Lake Michigan with the Gulf of Mexico, as she will ultimately wed that lake with the Atlantic. In her onward march her manufactures keep step. Her industrial history of last year is old before the spring sun of the succeeding year beckons men to activity, and what appeared magnificent last summer is dwarfed by some new creation of enterprise which this summer brought into existence. In view of her extraordinary conditions the following statis-

tics are submitted rather as an official statement of her past, than as an index to her future, for she has only entered on real life, which will require many centuries to finish:

Agricultural implements, one of Chicago's principal industries of the present, were produced here, on a small scale, prior to 1850. In that year Illinois was the seventh in order of production, being credited with 33 factories in this branch, against Pennsylvania's 337, New York's 306, Maine's 118, Ohio's 107, Massachusetts' 64, New Hampshire's 52, Maryland's 40 and Kentucky's 36. The McCormick reaper industry was introduced in 1847, and took at once the leading place among the 33 implement factories of State. In 1860 there were 4 establishments at Chicago, with a capital of \$662,000, employing 294 hands, who were paid \$91,836 in wages, and who produced implements valued at \$529,000, from raw material valued at \$118,100. Philadelphia's 7 factories produced \$103,850; New York's 1, \$33,500; Cincinnati's 10, \$221,700; and Detroit's 8, \$35,268. Within the decade Chicago jumped to first place in this industry, taking the position held by New York State in 1850. In 1870 her 4 factories employed 734 hands, paid \$235,200 in wages, and produced \$2,081,000 worth of implements, while South Bend's 4 produced only \$400,000; Buffalo's 13, \$499,305; Cincinnati's 6, \$168,625; Detroit's 10, \$57,994; New York's 3, \$325,000; Providence's (R. I.) 4, \$91,757, and St. Louis' 5, \$1,475,000. According to the Census of 1880, Chicago consolidated this interest in 3 concerns, which produced \$2,699,480, or about the ninety-second part of the product of all her factories of every description in value. Baltimore's 4 implement factories produced \$229,550; Buffalo's 4, \$423,550; Cleveland's 3, \$85,420; Philadelphia's 8, \$739,808; Pittsburgh's 4, \$555,150; St. Louis' 7, \$856,430, and Dayton's (Ohio) 8, \$1,352,150. The new establishments at Moline, Quincy and Rockford, Ill.; Springfield and Akron, Ohio; Evansville, Ind.; Racine, Wis.; Auburn, N. Y., and other small competitors entered the field during the decade, but Detroit and Cincinnati practically surrendered this branch of manufacture to Chicago.

Between 1880 and 1890 the Chicago field was entered by 3 new manufacturing concerns, making the number in June, 1890, 6. No less than 3,945 hands were employed in 1890, who received \$1,971,309 in wages, and converted \$4,993,877 worth of raw material into implements valued at \$11,883,976. The competitors in 1890 were Akron's 4 implement factories; Evansville's 4, producing \$257,445; Louisville's 3, \$1,053,399; Quincy's 5; Racine's 11, which employed 1,150 hands, and produced \$1,979,613 worth of manufactured goods, and St. Louis' 4, \$1,107,454. Moline has been a stern yet friendly competitor. The value of raw material used in 1880, in Chicago, by 1,021 hands was \$1,642,748, a fact which proves the lowering of the price of material in proportion to that of manufactured goods as knowledge of methods advances. While the 910 implement factories of the United States, and their 42,544 employes, produced \$81,271,651 worth of farm implements, in the year

ending June, 1890, Chicago's 6 produced about one-seventh of the total of the country. This is simply the recompense of enterprise and good judgment; for, since that day in 1847, when the late Cyrus H. McCormick changed the headquarters of his industry from Cincinnati to Chicago, this city has proved its natural home. The old manufacturer, with his magnificent business instincts, saw Chicago then as the gateway to half an undeveloped country, and his coming was the opening event of a new era. Now, other great concerns are established here, and guarantee to the city not only a continuation of the great industry, but also an appreciable advance in all its departments, for there is room here for other branches in their developed form.

There were 216 bakeries in Illinois when the census of 1850 was taken, against New York's 4,164 concerns, Pennsylvania's 3,331, and Massachusetts' 1,225. Of the total in the State, Chicago possessed about 20. Ten years later, in 1860, there were 11 establishments in Cook County, employing 119 male and 9 female bakers, paying \$46,740 in wages and producing \$391,688 worth of bread from \$238,364 worth of raw material. There were 329 bakeries in Philadelphia, which produced bread valued at \$1,420,428, while in New York there were 264 bakeries, the product of which was valued at \$3,325,993. Chicago's product, divided among her 112,172 inhabitants, would indicate an outlay *per capita* of about \$3.50. In 1870 there were 23 bakeries here, employing 182 hands, paying \$81,488 in wages and producing \$695,410 worth of bread. New York, at the same time, had 455 establishments, producing \$6,728,587 worth; Philadelphia fell below the million-dollar mark, while St. Louis' 185 bakeries produced \$2,936,085 worth of bread. From 1871 to 1880 the industry made great advances. In 1880 the city was credited with 118 establishments, 876 hands, \$398,081 wages, and \$2,613,186 production. The old city of Baltimore produced that year bread valued at \$2,172,062; Brooklyn, \$5,594,975; New York, \$9,415,424; Philadelphia, \$5,735,533; St. Louis, \$2,575,350; and San Francisco, \$2,070,884; so that Chicago became fourth in order of production. In 1890 she had 335 bakeries, employing 2,665 hands, paying \$1,525,819 in wages, and producing \$6,816,778 worth of bread from \$3,852,951 worth of raw material; Baltimore's 351 bakeries produced \$3,394,575; Boston's 242 produced \$3,485,338; Brooklyn's 735, \$9,331,523; Buffalo's 115, \$1,975,714; Cincinnati's 336, \$3,168,490; Cleveland's 65, \$1,171,316; Detroit's 75, \$1,406,524; Milwaukee's 174, \$1,576,127; New Orleans' 156, \$2,114,156; New York's 1,004, \$15,004,542; Philadelphia's 1,360, \$10,778,592; Pittsburgh's 110, \$1,142,921; while St. Louis' 291 bakeries produced only \$3,602,372 worth. The *otium cum dignitate* of New Yorkers, Bostonians, Baltimoreans, Brooklynites and Philadelphians accounts, in a measure, for the existence of their great bakeries. They have reached the self-satisfied condition of the lilies of the field, and their decline is marked by the absence of the healthy, substantial bread of the stove or range oven, and the presence of the bakery products. In Chicago the contrary is the case, for in every well-regulated home, home-made bread is the rule rather than the exception.

The manufacture of boots and shoes was represented here in 1860 by 66 small and smaller establishments. The total capital invested was \$75,800, the number of hands employed, 256, including three females; the wages paid, \$80,724; the cost of raw material, \$95,543, and the value of product, \$216,231. Essex County, Mass., with Lynn as a center, was then producing \$14,540,606 worth of boots and shoes annually from 408 factories, served by 17,191 male and 8,542 female shoemakers, who received \$5,784,084 as wages, or little over \$224 each per annum, against \$373 paid to the Chicago toilers; Philadelphia's 715 factories and shoemaker shops produced \$5,474,587; New York's 491, \$3,869,058; Cincinnati's 285, \$1,392,243,222, and Milwaukee's 50 establishments, \$369,932. Chicago passed her northern neighbor in 1870 when she had 21 factories (exclusive of shops), employing 791 hands, paying \$432,540 in wages and producing \$1,666,723. Baltimore was credited with 61 houses and a production valued at \$1,937,058; Essex County, Mass. (Lynn), produced \$27,742,434, employed only 16,979 hands, and reduced the number of her factories to 445; Cincinnati, with 48, produced \$1,444,340, falling below that of Chicago; Detroit's 17 factories produced \$593,568; Rochester's (N. Y.) 19, \$3,382,000; New York's 162, \$6,935,365; Philadelphia's 200 produced \$9,231,348 by 6,864 hands; St. Louis' 148 produced \$1,990,940, and San Francisco's 32, \$1,398,271. Of the cities named, six were in advance of her at the close of 1870, but during the ensuing decade she made rapid advances, recording 133 factories in 1880, and producing \$2,479,805 worth of boots and shoes.

The census of 1880 shows Baltimore with 623 establishments and a product valued at \$3,411,736; Buffalo, 131, \$1,068,296; Boston, 83, \$1,928,740; Brooklyn, 546, \$1,819,993; Cincinnati, 333, \$1,066,656; New York, 839, \$7,663,000; Philadelphia, 581, \$9,034,496; St. Louis, 184, \$1,634,594, and San Francisco, 310, \$4,141,547; so that with Lynn, Mass., which has always held first place, Chicago was sixth as a producer in the census year; though, when the statistics exclude shoemaker shops, Rochester, N. Y., and a few New England shoe manufacturing villages must be given the precedence. The industry has grown to very large proportions since 1880. The manufacture of uppers in 1890 amounted to \$77,533; of cut stock, to \$745,224, and boots and shoes, in 798 establishments, to \$8,771,638. This last named branch employed 4,777 hands, including little shops and cobblers. Making a fair deduction for such little affairs, which must not be classed as factories, the value of total product may be placed at \$6,771,638. Then Cincinnati, with 35 factories, would almost equal the product of Chicago, as it amounted to \$6,024,454; Detroit's 7 factories produced \$1,611,700; Lynn's, 238, which employed 11,105 hands and paid \$6,462,131 in wages, produced goods valued at \$20,190,695, exclusive of \$5,971,787 representing the value of cut-stock factories; Milwaukee's 17 houses produced \$1,617,534; Philadelphia's 93, \$6,851,834, and San Francisco's 55, \$3,315,043. St. Louis, like Chicago, was made to include shoemaker and cobbler shops, the number of establishments given being 501, and the value of product \$4,926,693. This total may be reduced to \$3,500,000 to correspond with the

equalization of the industry in Chicago. Among the producers named, she held third place in June, 1890, and of the 2,082 factories in the 67 cities referred to previously, which employed 159,333 hands and produced \$220,649,358 worth of boots and shoes, she holds a respectable place, though very far below that which she is entitled to hold. The industry seems to have been mortgaged by Massachusetts, where it was born. It has repaid the little commonwealth well and it is time that Chicago should see this and appropriate many or all of its branches.

The breweries of Chicago in 1850 were mere enlargements of the little pioneer concern of W. B. Ogden, William Lill and William Haas, referred to in the history of that period. In 1860 her 14 breweries employed 140 men, paid \$44,664 for labor and produced from \$214,832 worth of raw material \$572,240 worth of malt liquor; while St. Louis' 35 breweries produced \$1,155,600 worth; Philadelphia's 63, \$1,910,525; Brooklyn's 24, \$732,833; New York's 46, \$2,149,875; Cincinnati's 38, \$981,237; Detroit's 21, \$262,163, and Pittsburg's 26, \$310,130. Ten years later, 1870, Chicago's 23 breweries employed 384 hands, paid \$248,000 in wages and produced beer valued at \$2,523,945. At Louisville were 20 breweries, whose product was valued at \$357,177; Cincinnati, 33, producing \$3,299,400; New York, 60, \$7,770,680; Philadelphia, 57, \$3,380,613; St. Louis, 40, \$6,105,500, and San Francisco, 23, \$1,223,347. The product of Chicago's 18 breweries in 1880 was valued at \$3,429,375 and of her 16 malt houses at \$1,960,780; Baltimore's 21 breweries produced \$888,644; Boston's 18, \$4,426,264; Buffalo's 34, \$2,002,893; Cincinnati's 19, \$4,139,968, with 14 malt houses, which produced \$884,310; Cleveland's 23, \$1,249,502, with 4 malt houses, \$333,452; Detroit's 28, \$1,143,601; Milwaukee's 13, \$4,034,319; New York's 79, \$19,137,882, with 15 malt houses, producing \$3,150,000; Philadelphia, 96, \$5,897,811, with 18 malt houses producing \$2,075,000; Pittsburg, 23, \$1,150,787; St. Louis, 23, \$4,535,630, and San Francisco, 38, \$2,722,270; New York, Philadelphia, Boston, St. Louis and Milwaukee preceding Chicago at the close of the decade. The order of precedence was changed in 1890, when Chicago was credited with 34 breweries, employing 2,051 hands, paying \$1,442,804 in wages and converting \$3,415,306 worth of raw material into \$10,223,718 worth of beer. Baltimore's product was valued at \$3,429,657; Cincinnati's 24 breweries produced \$7,454,417; Louisville's 21, \$2,003,822; New York's 52, \$23,926,955; Peoria's 4, \$424,273, and St. Louis' 8, \$16,185,560; while the productions of the breweries of Philadelphia and Milwaukee are valued in millions of dollars. In the matter of consumption of beer, New York leads, drinking 5,000,000 barrels annually; Chicago consumes 2,800,000 barrels; Milwaukee, 2,500,000; St. Louis, 2,000,000; Brooklyn, 1,800,000; Philadelphia, 1,800,000; Cincinnati, 1,300,000; Newark (N. J.), 1,200,000; Louisville, 350,000, and New Orleans, 300,000 barrels. In 1893 there were 33,822,000 barrels of 496 glasses each of lager beer manufactured throughout the United States, Chicago showing an abnormal advancement in the industry, but yet far behind her principal rivals in the value of beer produced.

In the history of brick and tile manufacture the pioneers of the industry are noticed and something said of its advances. Referring to it by decades, and basing the statistics on the United States Census, it is learned that, in 1850, Illinois was sixth among the States in this branch; in 1860 there were 5 yards in Cook County, capitalized at \$95,700, using \$15,795 worth of raw material, employing 266 hands at \$85,800 in wages, and producing \$139,200. At the same time there were 50 yards in Philadelphia, producing brick valued at \$1,233,416 annually, while Trenton, N. J., and other Eastern towns exceeded the Quaker City in production. Chicago was indeed in the infancy of its brick manufacture. In 1870 there were 20 yards within the old boundaries, employing 1,093 hands, at \$256,055 wages, and producing \$583,575 worth of common brick annually; while St. Louis had 85 yards, which produced \$2,763,372, and Philadelphia had almost doubled her product of 1870. This comparatively slow progress on the part of the Garden City was quickened by the great catastrophe of October, 1871, so that, in 1872, yards were established in the North, South and West Divisions, and the greater quantity of brick used in the building of the new city was produced here. During the years of panic the manufacture of brick was carried on in a playful rather than in a business way, but toward the close of that eventful decade the industry "got on its feet," and was ready to profit by the revival.

The brick and tile industry in the United States, which employed 5,828 establishments and 109,151 hands, in 1890 produced material valued at \$67,770,695. Chicago's 68 yards employed 3,156 hands, and produced \$2,231,316 worth of material, against \$800,400 worth produced by 35 yards and 1,250 men in 1880, while her 8 clay and pottery yards produced \$438,699 against \$68,000 in 1880. About one-thirtieth part of all the brick and tile manufactured in the United States may be credited to this city, while the number of hands employed is about the one-thirty-fifth part of all engaged in this industry in the whole country—the annual wages averaging \$391.91. Down to 1871, brick and tile manufactures were insignificant industries here. All the finer articles had to be imported from New Jersey, St. Louis and Philadelphia, and even Milwaukee was often called upon for the cream-colored product of her kilns. Now Chicago is almost her own supplier of common brick and terra-cotta; but Akron is yet her supplier of tile pipe, as New Jersey, St. Louis and Pennsylvania are of pressed and enameled brick. Philadelphia, in 1890, produced brick and tile from her 80 yards, valued at \$3,586,191. St. Louis produced \$1,691,629 from her 38 yards; while Trenton, N. J., with her 31 clay and pottery works produced \$5,000,000 worth of wares. In 1850, there were only 548 brick and tile concerns in Illinois, Chicago then having only a few small producers. While she is forging ahead at a wonderful rate, there are branches of the industry ignored, and some carried on half-heartedly, which the future will develop.

Carpet manufacture may be said to have been forgotten or overlooked in Chicago,

notwithstanding the fact that the Census of 1890 credits it with 500 establishments, 6,223 hands and a production, in 1890, valued at \$12,751,068, against 171 establishments, 1,782 hands and a production valued at \$2,598,508, in 1880. The figures do not include twenty rag-carpet houses, the annual output of which, in 1890, was valued at \$53,949, against \$6,450, the value of the product of five shops in 1880. The figures for 1890 appear to be in the same category as those bearing on the boot and shoe manufacture, which include every concern and hand connected in any way with the making or repairing of boots and shoes. *Five hundred* carpet manufactories in Chicago? Carpet cleaners, carpet sewers, carpet salesmen and carpet dealers must have been included, for there is nothing here to warrant the title, "Carpet Factory." Chicago, so far, never took kindly to textile manufacture. In 1860 Philadelphia's 84 factories produced ingrain carpet valued at \$2,601,325; the New England and New York factories were also heavy producers. In 1870 New York's 17 houses produced \$3,755,425, and Philadelphia's 177, \$9,625,140 worth, while, in 1880, the latter city produced \$14,263,510, and increased the product in 1890; while Chicago sits supinely by, ignores the industry, and permits the Census man to credit her with 500 concerns. Belgium, France and England are yet the suppliers of carpets, and will remain so until another Albert Gallatin does for this branch of manufacture in the United States what he did for the glass industry.

The manufacture of carriages and wagons is an old one in this city; its *personnel* find mention in the former chapter, and its beginnings and development are explained therein. In 1850 Illinois stood tenth in order of production, with 328 factories, Chicago being the central point of the industry. New York State had 4,262; Pennsylvania, 1885; Ohio, 826; New Jersey, 812; Connecticut, 682; Virginia, 587; Maine, 372, and North Carolina, 360. In 1860 Chicago was considered separately by the Census, being credited with 25 establishments, 1,888 hands, and a production valued at \$213,070; Philadelphia's 131 shops showed an output valued at \$1,943,938, and New York City produced \$1,224,810 worth of carriages, coaches and wagons. During the war Chicago produced wagons in enormous numbers, but by 1870 the value of the product of 63 shops and 887 hands fell to \$1,430,368. In that year, Cincinnati's 85 shops produced \$1,117,615; New York's 95, \$3,684,578, and St. Louis' 163, \$2,044,547. Philadelphia was not prepared for its competitors, and the product of the year fell below the million dollar mark. During the years of panic a number of shops in Chicago ceased business, so that in 1880 there were only 40 establishments, producing \$1,809,759 worth of wagons and carriages; while New York's 139 produced \$2,613,361; Philadelphia's 110, \$2,057,119, and St. Louis' 39, \$1,614,236. During that Census year many new manufacturing towns came into prominence, the competition of which, in the ten succeeding years, almost wiped out the industry in New York, Philadelphia and St. Louis.

This branch of manufacture, including custom-work and repairing, claimed 116

shops in 1890, against forty in 1880; employed 2,178 men, and produced work valued at \$3,971,036, against \$1,809,759 in 1880, exclusive of the product of material factories. The whole product of the 8,614 shops in the United States was valued at \$114,551,907, Cincinnati's 80 shops produced \$8,669,312 worth of wagons and carriages; the 25 shops of Indianapolis, \$1,294,676; and the 5 shops at Racine, Wis., produced \$1,902,536. South Bend, Ind., has been the most stern opponent of Chicago from the standpoint of the local wagon and carriage makers; but after all, the enterprise of the Studebakers has made it a manufacturing suburb of Chicago; for here is their great warehouse. Why Chicago did not hold the prestige she won in 1861, as a producer of wagons, is one of the open mysteries of her manufacturing history. Newer, younger and better organized companies than she had entered the field, found cheaper labor, cheaper material and lower taxes in the country towns, and the industry became a country rather than a city one. It makes progress in Chicago like everything does, but it is not Chicagoan progress. There is room, indeed, to extend the manufacture of wagons and carriages by entering into closer competition with the country men, and by producing in greater number at lower prices.

The beginnings of railroad car building in Chicago were made in 1848, as related in a former chapter. In 1860 there were 4 car shops and car wheel factories here, which employed 90 hands, paid \$40,440 in wages, and produced \$138,000 worth of manufactured goods from \$81,060 worth raw material. Philadelphia had then 2 locomotive engine shops, which produced \$1,420,000 against a few small locomotives built here. Detroit, Philadelphia and New York were then the leading builders of railroad rolling stock. Ten years later, or in 1870, St. Louis had 3 railroad car factories, which produced \$1,725,300 worth of cars that year, and 3 street car shops, which produced \$202,000. The industry was associated in Chicago, New York, Philadelphia, Cincinnati and other cities with the ordinary carriage and wagon manufacture. In 1880 Chicago was credited with 5 railroad and street car establishments, employing 582 hands and paying \$286,742 in wages, which produced cars valued at \$1,953,558; against New York's 13, which produced \$547,037; Philadelphia's 19, \$3,174,145, and St. Louis' 7, \$1,100,809. The evolution of the Pullman industry from the little shop at Detroit to the great establishment at Chicago, may be credited to that year, but the product is not noticed in the Census. In 1881 there were only 114 coaches manufactured. In the middle of the decade (1885) the wages paid at Pullman for building cars amounted to as much as the product of all the shops in Chicago and St. Louis in 1880, and Chicago took the first place in the industry.

In the manufacture of street and railroad cars, excluding the work of railroad shops, the output from 10 establishments, employing 6,243 hands, in 1890 was valued at \$15,112,573. In addition, the car work of the 17 railroad shops amounted to \$6,964,554 in 1890, produced by 6,082 hands, making a total of \$22,076,927, or about one-sixth of the total for the 716 car and shop construction concerns of the

United States in 1890, in which 108,585 hands were employed, being almost nine times as many as in Chicago. Detroit's 4 car shops employed 3,615 men and produced cars valued at \$10,278,281. Fort Wayne's 4 shops produced \$1,726,117, and the 5 shops at Indianapolis, \$1,952,817 worth of cars. It is just that Chicago should take precedence in this industry; but with all her enterprise, more than two of her great trunk lines are equipped with cars built outside her limits. A Chicago-built street car is a *rara avis*, while many elevated railroad cars were built in other cities, but the extremes, represented by a common freight car and a \$25,000 Pullman coach, are common products of this city, showing that the manufacturers in this branch deal only in large things.

The manufacture of drugs and chemicals had but a little place in the Chicago of the "fifties"—too small to be noticed in the Census of that year. Even in 1860, when Philadelphia had 40 drug and chemical factories which produced \$1,015,650, Chicago was still unnoticed; while in 1870, she was credited with 4 patent medicine factories, which employed 36 hands, paid \$8,400 in wages, and produced \$225,598 worth of "sure cures" for all diseases. Detroit had 3 establishments which produced \$54,000; New York had 34, producing \$2,645,000, with 29 drug and chemical houses, producing \$2,252,950; Philadelphia, 73 drug and chemical factories, employing 1,270 hands, producing \$7,023,711, and St. Louis, 23 patent medicine factories, the output of which was valued at \$2,036,540. By the Census year of 1880, Chicago had 14 drug and chemical houses, producing \$959,850 annually; Cincinnati 8, \$225,025; New York 27, \$3,694,178, with 44 patent medicine houses, producing \$1,302,313; Philadelphia 54, \$11,804,793, with 35 patent medicine houses producing \$1,159,198; St. Louis 15, \$1,166,743, with 24 patent medicine houses producing \$1,145,090, and San Francisco, 27, \$571,691, in which sum the value of patent medicine appears to have been given. The small towns in Indiana and Michigan, with Detroit City and the New England towns, produced largely, until there were two gallons of liquid medicine and two pounds of solid stuff *per capita*, ready to be swallowed by the people who would purchase it. Chicago never paid much attention to the manufacture of chemicals, and less to that of patent medicines, resigning herself, in her hurry, to depend upon the decoctions of the older cities.

The manufacture of chemicals, which showed an output valued at \$959,850 in 1880, increased to \$1,280,357 in 1890. The 14 establishments in existence the first named year increased to 29 in the latter, and the number of employes from 221 to 379; the wages from \$93,440 to \$254,660, while the raw materials used showed only an increase from \$617,800 to \$685,756, or an increase for wages and material of \$229,176 to produce a surplus of \$330,507. Druggists' preparations, manufactured in 65 houses, by 137 hands, showed a production valued at \$291,641, while 37 patent medicine houses, employing 289 hands, produced \$1,269,860 worth of medicine from \$338,629 worth of raw material and \$174,012 worth of labor. Detroit in the same year had 13 chemical houses, which produced \$2,968,778; New York's

houses produced \$4,706,956 worth of chemicals and \$2,462,850 of patent medicines; Philadelphia's 36 houses, \$9,674,910 worth of chemicals and St. Louis' 58 patent-medicine houses showed an output valued at \$2,196,416. From these Census figures, which are the only ones to be used in comparing this with sister producing cities, it may be taken for granted that down to 1890, Chicago was in the rear rather than in the van of patent-medicine manufacture, leaving the industry here to be developed by newcomers rather than by her old chemists.

Men's clothing has become a most important branch of Chicago's manufactures within the last decade. Prior to 1860, this industry was scarcely considered here. In that year there were 26 establishments, employing 317 male and 82 female hands, to whom \$115,944 were paid in wages, and who produced \$540,709 worth of clothes from \$328,846 worth of cloth and trimmings, or over five times as much as the 28 factories and 102 hands of Omaha, Neb., produced that year. Philadelphia, at the same time, showed a product valued at \$9,962,800 from 344 houses. New York's 303 houses produced men's clothes valued at \$17,011,370, and Cincinnati's 222, \$6,381,190. In 1870, Chicago had 76 establishments devoted to the manufacture of men's clothing, which employed 4,796 hands, paid \$1,331,217 in wages and produced goods valued at \$5,669,990, exclusive of \$799,600, the value of women's clothing. Baltimore then almost equalled Chicago in this industry, producing \$5,574,342 worth; Boston had 227 men's and 62 women's clothing manufactories, employing 8,241 hands, who received as wages, \$3,102,860, and produced goods valued at \$18,884,600; Cincinnati, 208 men's clothing houses, \$8,599,075; Detroit 58, \$1,200,797; Milwaukee 56, \$1,417,962; New York, 739 men's and 209 women's, \$38,281,766; Philadelphia, 506 men's, employing 13,073 hands, \$16,429,067; St. Louis, 366 men's, \$6,665,617, exclusive of 131 women's clothing factories, which produced \$1,011,420 worth of clothes. New York was then producing almost seven times as much, and Philadelphia three times as much as Chicago; but, in 1880, the Western city, with 102 factories and 8,476 hands, produced \$17,342,207 worth of men's clothing, exclusive of \$1,585,990 worth of women's clothing produced by 19 houses. New York, in 1880, was credited with 736 men's, producing \$60,799,697 worth, and 230 women's, producing \$18,930,553; while Philadelphia's 426 men's produced \$18,506,748, and 49 women's, \$2,466,410, Chicago coming within easy distance of equalling the Quaker City. Baltimore, in 1880, had 188 shops, which produced \$9,446,793 worth of men's clothing; Buffalo 52, \$2,747,475; Boston 222, \$16,157,892; Brooklyn, \$2,937,262; Milwaukee 52, \$3,763,987; Pittsburg 92, \$1,708,560; St. Louis 100, \$3,425,167, and San Francisco 110, \$3,782,963; nor should Cincinnati be forgotten with her 237 men's clothing houses, which produced \$6,279,783 worth, being a little over one-third of the product of Chicago's shops.

To 1890, however, the figures point for Chicago's most rapid advances in this industry. Her 958 shops employed 21,932 men, paid in wages \$10,154,661, and produced from \$21,906,311 of cloth and trimmings \$43,528,262 worth of mens' clothing, exclu-

sive of \$6,422,431 worth of women's, produced by 71 shops and 2,673 hands, and of \$3,574,164 worth produced by 686 dressmaking establishments, employing 2,469 hands; Baltimore produced \$15,032,924 worth of mens' clothing that year; Boston's 6,478 tailors produced \$19,460,779; Cincinnati's 443 houses, employing 14,532 hands, produced \$17,951,525; New York's 388 houses produced \$60,346,550, and employed 23,599 hands, to whom \$15,896,854 were paid in wages (this total excludes New York's 437 houses devoted to the making of women's clothing, which employed 19,213 hands, paid \$10,143,547 in wages, and produced goods valued at \$39,682,000); Philadelphia's 90, \$23,264,135, and San Francisco's 119, \$2,557,671. New York was the premier clothes maker of the country in 1890, with Chicago advancing at the rate of 163.90 per centum against New York's 63.44 per centum. There are no United States statistics to show the advances made by the two cities during the last four years; but it is certain that Chicago has gone forward in the industry at a faster rate than in 1890, and that she is now marching to the first place in the ranks of clothes producers.

Coffee and spice mills were known in Illinois as early as 1850, but the product was too insignificant to be noticed in the Census of that year. In 1860 there were 3 establishments in Chicago, employing 27 hands, paying \$11,640 for labor and producing goods valued at \$192,700; great progress was made during the ensuing decade, for, in 1880, there were 6 mills employing 62 hands, paying \$39,576 in wages, and producing coffee and spice valued at \$752,851. In 1880, the number of mills reported was 10, the number of hands 270, the wages paid \$137,496, the raw material \$2,342,021, and the value of product \$2,808,879; New York at the same time had 30 mills, which produced goods valued at \$5,974,458; Philadelphia's 16, \$1,294,986; Pittsburg's 9, \$1,276,420; and San Francisco's 20, \$1,336,718. In thirty years Chicago advanced to second place in this industry among the cities of the United States. In 1890 her 12 mills produced \$9,004,596 worth of ground and roasted coffee and spice, employed 486 hands, paid \$297,788 for labor, and used \$7,990,928 worth of raw material; but New York also advanced in this branch, producing \$17,037,019 worth of goods; while Pittsburg's 8 houses produced \$4,223,622. The extraordinary activity in the three centers of the industry was altogether due to the operators, who manufactured the goods and actually created a demand for them, through their salesmen. The West was invaded by Eastern traveling salesmen, and Chicago's trade territory left open to their assaults for some time, but late in the seventies the Chicago manufacturers saw the danger, and in meeting it increased their products at a much higher rate, per centum, than did the principal competing city.

The manufacture of confectionery in Illinois in 1850 claimed 46 houses, being seventeenth among the States in the number of establishments and product. In 1860 Chicago boasted of 5 establishments, which employed 26 hands, paid in wages \$11,088 and produced \$143,950 worth of confectionery; while New York's 38 establishments produced \$1,208,536. The statistics for 1870 credit Chicago with 11 establishments,

421 hands, who received as wages \$148,966 and produced \$1,848,660 worth of goods, against \$3,309,625, the value of New York's product, and \$1,189,155, that of St. Louis. The product of Chicago's 24 houses in 1880 was valued at \$1,953,558, the number of hands employed was 605, the wages paid, \$211,604, and the raw material used, \$1,424,830. Baltimore's 53 houses produced \$1,108,038; Boston's 33, \$1,606,214; Brooklyn's 104, \$822,843; New York's 187, \$4,592,622; Philadelphia's 173, \$2,653,074; St. Louis' 31, \$1,158,185; thus showing New York, Philadelphia and Boston leading the Western city in the summer of 1880. In 1890 Chicago had 47 confectionery houses, employed 1,463 hands, paid \$606,946 in wages and produced, from \$2,391,051 worth of raw material, goods valued at \$3,789,169; Brooklyn's 197 establishments and Boston's 85 exceeded the million-dollar mark in value of production; while New York's 265 establishments produced goods valued at \$6,505,974, and Philadelphia's 321 houses, \$5,154,563, in 1890; so that Chicago really held the third place in 1890, the old capitals of the Eastern States still offering a strong and sweet competition.

The cooperage industry was represented in Illinois in 1850 by 2,855 concerns, the State being the fifth in order of production. There were 29 establishments at Chicago in 1860, employing 243 hands, paying \$96,336 in wages and producing barrels and hogsheads valued at \$178,765. The product increased in value to \$294,097 by 1870, and the number of establishments to 31. New York at the same time had 67 cooperages which produced goods valued at \$1,163,123, and St. Louis 152, the products of which were valued at \$1,949,630. In 1880 Chicago had 65 concerns, employing 706 hands, paying \$313,977 in wages and producing \$1,137,694 worth of goods, while Brooklyn's product was \$2,512,741; Milwaukee's, \$680,445; New York's, \$895,571; Philadelphia's, \$997,601; Pittsburg's, \$1,152,892; St. Louis', \$1,431,405; and San Francisco's \$605,704. Chicago held fourth place then, but in 1890 she claimed 47 establishments, employing 1,202 hands and producing cooperage worth \$2,322,136, while St. Louis, her only competitor that year, claimed 71 establishments and a product valued at \$2,462,037, showing Chicago to have increased her producing power in this industry, since 1870, over 100 per cent, while St. Louis' increase was less than thirty per cent.

The distillation of liquors has always been an important industry in Chicago since the early fifties, when D. Ballantyne's and A. Crosby's distilleries were factors in the production of Illinois whisky, which amounted to \$3,600,000 in 1858 in this district. In 1850 there were only 176 distilleries in the whole State, employing a small number of hands, Ohio being then the leading producer in the West with her 867 establishments. In 1860 Chicago was credited with 1 distillery, which employed 36 hands, paid \$14,400 in wages and produced from \$110,300 of raw material, liquor valued at \$216,000, exclusive of 6 rectifying establishments, which produced \$271,480 worth of spirits, and 2 alcohol establishments, which produced \$520,000 worth of liquid. Philadelphia's 8 distillers produced \$231,800 worth of whisky, while her 30 rectifiers

produced \$1,206,956 worth; Brooklyn's 6 distillers, \$1,861,420, and 10 rectifiers, \$796,640; New York's 15 rectifiers, \$969,650; Cincinnati's 9 distillers, \$818,600, and 48 rectifiers, \$2,837,809, and Milwaukee's 15 distillers, \$235,431. Chicago held the fifth place. In 1870 Chicago had 8 distilleries employing 227 hands, paying \$173,920 in wages, and producing \$2,751,221. Louisville's 6 establishments produced liquor valued at \$540,109; Cincinnati's 10, \$2,714,114; Philadelphia's 28, \$1,940,255, and San Francisco's 3, \$1,036,748. Of the cities named, 3 of which were centers of the manufacture when Chicago was part of the prairie, the Western city was first in production. In 1880 her seven establishments employed 750 men, paid \$330,000 in wages, and produced \$4,387,545 worth of whisky from \$2,969,281 worth of raw material; while Cincinnati's 10 distilleries produced \$3,143,500 worth. Ten years later, in 1890, there were only 3 distilleries reported, employing 158 hands, but producing \$8,030,863 worth of whisky against Cincinnati's 4, which produced \$11,471,673, and Louisville's 9, \$2,305,696. Peoria, Ill., may be called the distillery suburb of Chicago and the greatest whisky producer in the country. Growing up under the ægis of Chicago, her distilleries contributed the greater part of the enormous product of 10,778,000 gallons of whisky, produced within the collection district of Chicago in 1890, a year that approached the extraordinary whisky years of 1878, 1879, 1880 and 1881 in the manufacture of whisky in and around Chicago.

The flouring-mill, the evolution of the grist-mill, was one of the first industries of this city. Its history is told in other pages, so that here it will be only necessary to deal with its vicissitudes in figures, by decades, based on the census returns from 1850 to 1890 inclusive. In 1850 there were 834 flouring and grist mills in Illinois, against 3,916 in Pennsylvania; 3,347 in New York, 2,282 in Ohio, 1,196 in Mississippi and 1,098 in Indiana—Illinois holding last place and Chicago holding a smaller place as a producer within the State. Though there were 100,871 barrels shipped from this port that year the local production did not exceed 40 per centum of the total. In 1860 there were 8 mills here, which employed 78 hands, paid \$32,700 for labor, \$970,550 for raw material and produced only \$1,135,125 worth of flour and meal, or 232,000 barrels of flour. At the same time St. Louis' 18 mills produced \$4,979,845 worth; Philadelphia's 29 mills, \$2,996,696; New York's 6, \$2,612,500; Cincinnati's 31, \$1,775,003; Detroit's 15, \$313,817; the 6 mills of Minneapolis, \$104,600, and the 52 mills of Pittsburg and Allegheny, \$1,335,741; so that 34 years ago the mills of this city were greater producers than any in the West, except St. Louis. In 1870 Chicago's 17 mills employed 169 hands and produced flour and meal valued at \$3,110,686, or 443,967 barrels of flour; Baltimore's 23 produced \$1,163,893 worth; Cincinnati's 26, \$1,024,671; Kansas City's 14, \$1,095,080; Rochester's (N. Y.) 30, \$4,660,415; Milwaukee's 14, \$3,914,035; Grand Rapids' 10, \$1,558,845; Minneapolis' 14, \$1,125,215; St. Louis' 31, \$15,717,765, and San Francisco's 11, \$3,015,335. Chicago, while increasing her product materially, did not begin to keep pace with the general advance of the industry and permitted

her neighbors in the East and West to excel her in production of flour and in the quality of the product.

In 1870 there were 1,705,977 barrels shipped, while in 1880 the total shipments from this port were 2,862,737 barrels, against 196,041* manufactured here by 12 concerns; Buffalo had then 7 mills, which produced \$2,251,848; Boston's 8, \$1,101,000; Cleveland's 6, \$1,105,768; Detroit's 14, \$1,649,627; Milwaukee's 11, \$4,204,708; New York City's 15, \$6,229,926; Philadelphia's 17, \$1,954,715; St. Louis' 24, \$13,783,178, and San Francisco's 9, \$2,275,360. The value of Chicago's 196,041 barrels, as given in the Census, is out of all proportion to the real value. How far the enumerators' calculations in other milling centers affect the given values is not known, but enough is shown to prove that Chicago fell low indeed as a flour producer, while Minneapolis, which produced 940,786 barrels in 1878; 1,551,789 barrels in 1879, increased to 2,051,840 in 1880. The 16 Chicago mills of 1890 employed 301 hands and produced \$4,709,447, though the Board of Trade statistics show only 430,609 barrels of flour manufactured here that year of the 4,134,586 barrels shipped from this port. Denver, Colo., had then 5 mills, producing \$1,945,600; Detroit 9, \$1,613,063; Evansville, Ind., 11, \$1,599,885; Indianapolis, Ind., 12, \$3,265,804; Louisville, Ky., 8, \$1,067,415; Kansas City, Mo., 6, \$1,323,028; Milwaukee 10, \$4,438,983; Minneapolis 25, \$30,707,998; Omaha 5, \$266,100; Quincy 5, \$1,768,501; San Francisco 11, \$3,559,666; St. Joseph, Mo., 5, \$1,611,690, and St. Louis 21, \$12,641,000. On every side competitors came to contest the field of this industry with Chicago. The statistics tell how they succeeded — how they outwitted the millers at the foot of Lake Michigan. It is easily within the power of Chicago enterprise to rebuild the industry, and instead of contributing 542,000 barrels of flour manufactured here to a shipment from her port of 5,710,620 barrels, as in 1892, supply, at least, three-fourths of the total.

The foundry and machine shop industry found a welcome here in village days and has grown steadily with the city's growth since the close of the Civil War. In 1860 St. Louis had 23 machine and engine shops, the value of the output of which was placed at \$1,509,112, Philadelphia had 62 establishments, which produced \$2,466,096; Brooklyn 19, \$1,278,300; New York 43, \$4,531,192; Cincinnati 39, \$2,081,300; Detroit 12, \$608,478; and Pittsburg 24, \$1,031,968; while Boston's product almost equaled that of New York, and Chicago's was only valued at \$582,500, the 16 establishments here employing 597 men, paying in wages \$234,120, and producing goods valued as stated from \$249,034 worth of raw material. In 1870 Chicago was reported to have 37 machine, engine and boiler shops, employing 1,229 men, paying \$670,072 in wages, and producing wares valued at \$2,056,044. At the same time Baltimore's 20 shops produced \$863,566; Allegheny County, Penn., including Pittsburg, \$2,027,357; Cincinnati, \$3,294,673; Minneapolis, \$870,625; New York (120 establishments), \$7,437,177; Philadelphia (166), \$13,218,818; St. Louis (31), \$3,795,280; and San Francisco (26), \$2,324,995. The census for 1880 credits Chicago with 133 foundry and machine

*The census of 1880 credits Chicago's 12 mills with a product value at \$2,217,564.

shops, employing 4,887 hands, paying \$2,371,361 in wages, and producing \$8,934,629 worth of wares from \$5,088,619 worth of raw material. Baltimore's 63 establishments produced \$3,939,717; Buffalo's 41, \$3,577,029; Boston's 34, \$6,234,775; Brooklyn's 21, \$6,941,834; Cleveland's 53, \$3,820,685; Detroit's 24, \$1,808,355; Milwaukee's 30, \$2,252,784; New York's 287, \$14,710,835; Philadelphia's 226, \$13,455,238; Pittsburg's 66, \$5,530,309; St. Louis' 62, \$5,952,770; and San Francisco's 58, \$3,889,503. Chicago held third place.

In 1890 Brooklyn was credited with 169 foundries and shops, which produced \$15,627,536 worth of wares; Bridgeport, Conn., was an important foundry and steam-fitting apparatus center; Buffalo, N. Y., had 63 foundries and shops, the output of which was valued at \$7,334,748; Cincinnati had 126, which produced \$10,090,546; Cleveland 102, \$11,832,334; Detroit 57, \$7,631,103; Fort Wayne 8, \$1,866,467; Grand Rapids 15, \$1,558,845; Kansas City 21, \$630,000; Louisville 32, \$4,131,933; Lowell, Mass., 43, \$3,331,338; Milwaukee 44, \$5,568,445; Minneapolis, 36, \$1,411,721; New York had 343 establishments employed 10,381 hands; paid in wages \$8,088,047, and produced work valued at \$19,543,794; Pittsburg had 29 foundries and shops, the output of which was valued at \$10,706,616; Philadelphia 345, \$29,554,444; San Francisco 97, \$6,445,443; and St. Louis 103, \$12,000,000. Chicago, in June of that year, had 213 foundries and machine shops, in which 13,130 hands were employed, to whom \$7,797,613 were paid in wages, and who produced \$30,227,816 worth of wares from \$13,874,810 worth of raw material. She passed all competitors, leaving old Philadelphia a short distance behind in the race for precedence. Even then her foundries and shops were unable to meet the local demand, and to-day, almost five years after the date of the census, she can not be classed as a shipper of wares produced by her foundries and shops, so that there is a field for the industry as wide as there was in 1850, when the whole State of Illinois could only boast of 62 foundries, 11 boiler shops and five small stove works.

The manufacture of furniture has been carried on here from the days of the pioneers, but only in recent years has it risen above the form of the cabinet shop and chairmaker's concern. In 1850 there were 1,099 cabinet and chairmakers in Illinois. Of the number only a few were located in Chicago; but before the close of 1855 many tradesmen came hither and many little furniture factories were established. The census of 1860 credits the city with 18 furniture factories, employing 209 male and 3 female hands, paying \$59,484 for labor and producing furniture valued at \$247,863; Philadelphia at that time had 149 establishments, which produced \$1,821,316; New York 223, \$3,947,660, and Cincinnati 70, \$2,560,391. Chicago's population scarcely knew that such an industry existed here; its productions were crude compared with those of the cities named and altogether below comparison with furniture as then known. By 1870 a wonderful change was effected by the Chicago manufacturers. There were 52 furniture concerns, employing 920 hands, paying \$503,493 in wages and producing \$1,425,389 worth of goods; with \$224,430 worth of chairs, exclusive of what-

nots, refrigerators (\$107,500) and other articles, such as picture frames and mirrors, the product of which was valued at \$88,260 or \$1,757,319, exclusive of frames and mirrors. Baltimore's 68 factories produced \$1,190,000; Boston's 82, \$3,724,898; Louisville's 21, \$1,100,405; Cincinnati's 100, \$4,017,735; New York's 343, \$12,221,380; and St. Louis' 109, \$3,350,659. In 1880 Chicago had 168 furniture and 6 chair factories, which employed 5,039 hands and produced goods valued at \$6,734,381, exclusive of refrigerators, picture frames and mirrors. Baltimore's 71 factories produced furniture valued at \$1,791,134; Buffalo's 33, \$773,091; Boston's 130, \$4,125,155; New York's 299, \$9,605,779; Philadelphia's 218, \$5,229,047; St. Louis' 72, \$2,128,410; San Francisco's 44, \$1,293,510; and Cincinnati's 123, \$2,714,561. Grand Rapids, Mich., had then an important place as a furniture manufacturing center, but Chicago was practically the holder of the second place in the industry that year.

The value of furniture and chairs produced by Chicago's 258 factories during the year ending June, 1890, was \$14,764,435. There were 8,348 hands employed in the furniture department and 589 in the chair department, the wages paid to the former amounted to \$4,805,789, and to the latter \$306,656, while the value of raw material used in the former was \$6,020,193, and in the latter \$180,205. Cincinnati, which was a \$2,000,000 producer in the forties was credited with 67 factories, producing \$4,208,974 worth of furniture; Evansville's (Ind.) 9, \$790,386; Grand Rapids' 31, \$5,638,916; Indianapolis' 21, \$1,920,661; Milwaukee's 16, \$1,313,489; New York's \$12,540,215, and St. Louis' 115, \$3,827,109. Chicago leaped to first place in the industry without advertising, and holds that place to-day so unostentatiously that the layman never dreams of her pre-eminence in it. The extraordinary activity in this branch of her manufactures during the years 1890-93 raised her immeasurably above all her former competitors and left her growing industry on a foundation so solid that the periodical shocks of finance can not disturb it or retard its advance.

The one gas manufacturing establishment of Chicago in 1860 employed 140 hands and produced \$245,000 worth, or about 400,000 cubic feet. In 1870 there were 2 gas establishments, employing 325 hands, paying \$337,629 in wages and producing gas valued at \$1,566,431. The four gas works of 1890 employed 1,186 hands, paid \$772,916 in wages, and produced \$4,319,687 worth of gas from \$635,586 worth of raw material. The aggregate capital employed was alleged to be \$40,851,246. The census statistics, however, may in this instance give way to the statistics of 1892, which places the product at 6,000,000,000 cubic feet, the cost of manufacture at \$2,000,000; the number of miles of mains at 678.5, and the amount received from consumers \$7,075,464.11, an enormous income indeed, half of which would pay all expenses and magnificent dividends. The income, in 1890, of Boston's 8, was \$3,230,506; Brooklyn's 4, \$3,057,527; New York's 6, \$12,672,963; and Pittsburg's 3, \$376,389.

The manufacture of hardware and tools may be said to have been overlooked here until recent years. In 1880, 16 establishments produced \$331,018 worth of gen-

eral and saddler's hardware, while twelve cutting and edged-tool concerns produced \$177,000 worth of wares. In 1890 there were 32 hardware factories, employing 1,750 men and producing \$2,775,417 worth of wares from \$1,061,869 worth of raw material. The number of cutting and edged-tool factories was reduced to 6, employing 225 hands, paying in wages \$95,654, and producing goods valued at \$215,584 from \$74,868 worth of raw material, exclusive of brass castings and brassware, which are considered with the tinner's factories or shops. This industry is in its infancy, not only in Chicago but also in the United States. Only a few years ago, builders' hardware and tools were generally imported from England. Philadelphia, New York, Boston and other Eastern cities saw the opportunity to extend home manufacture and by degrees introduced American hardware. Within the two last decades great advances have been made, and, as shown by the above figures, Chicago was not the least beneficiary of local enterprise. In 1890 the value of saws produced here was \$261,216, against \$43,500 worth in 1880, and of tools other than edged, \$194,161, against \$19,224 in 1880. Within the last decade the bronze casting industry was introduced at Grand Crossing, and such works as "The Herald," in the niche of the Herald building, on Washington Street, produced. The production of brass castings and finishings increased in value from \$737,500 in 1880, to \$1,409,023 in 1890, exclusive of brassware, the product of which was valued in 1890 at \$78,652. That she will extend this important industry until the name of her hardware products is sufficient guaranty for their perfection in every market, must not be doubted, for the way is clear for her victories, so soon as time and capital are at the disposal of the builders of her industries.

The manufacture of hats and caps was carried on in Illinois in 1850 by 89 houses, being seventeenth among the States in the number of establishments devoted to this industry. In 1860 Chicago had 4 houses, employed 12 male and 4 female hat makers, to whom \$6,780 were paid, and produced \$24,780 worth of goods from \$10,920 worth of raw material. At the same time Brooklyn's 19 establishments produced \$1,632,456 worth of hats and caps; New York's 43 hat houses, \$1,015,783, and one hat body house, \$1,200,000; and Philadelphia's 52, \$1,109,842. According to the census of 1870, Chicago's product in this branch fell to \$16,144, the number of houses to 2, while the number of hands remained the same. New York advanced her product to \$4,665,957, while Philadelphia and Brooklyn maintained their products of 1860. Within the ensuing ten years Chicago's factories grew to 11 in number, employed 68 men and produced \$88,200 worth of goods. Baltimore and Boston developed the industry in that time, Brooklyn's 32 houses produced \$1,978,145 worth of hats and caps in 1880; New York's 111, \$4,008,503; and Philadelphia's 63, \$2,300,786. Chicago made no attempt to build up this industry down to that time, nor has she yet entertained seriously, a notion to reach out for a precedence in this branch. In 1890 her 19 establishments employed 206 hands, paid \$117,428 in wages, and produced \$327,925 worth of goods from \$112,276 worth of raw material; while New York's 217 houses produced

goods valued at \$6,777,183, and Philadelphia's 85, \$3,388,220. St. Louis, whose 9 factories produced \$177,531 worth in 1880, almost equaled that product in 1890 but fell behind Chicago. How long it will be until the same enterprise which built up an enormous men's clothing industry here shall take hold of the manufacture of hats and caps is unknown. There is little or nothing to prevent it from passing New York and Philadelphia, as it has already passed St. Louis, once the light of enterprise is turned toward it by Chicago manufacturers.

The history of the iron industry in Chicago is a story of advancement in keeping with the city. In 1850 the Census enumerators credited the whole State of Illinois with only 9 iron works; to-day Chicago holds the second place in America as a producer of iron and steel, and Illinois the third place among the States in that industry. In 1860 Chicago had 1 producer of railroad iron, employing 195 hands, and producing \$660,000 worth of metal, and 6 iron-casting establishments, employing 96 hands, and producing \$221,000, or a total of \$881,000. Philadelphia then had 6 bar, sheet, and railroad iron works, and 19 iron-casting establishments, producing \$1,777,790, and 28 stove works, producing \$1,430,765 worth of stoves. New York had 42 iron-casting establishments, producing \$2,606,490. Pittsburg, 6 steel mills, producing \$880,000; 13 bar, sheet, and railroad iron shops, producing \$3,761,683; 17 iron-casting shops, \$824,480; 5 stove factories, \$381,750; 3 pig iron mills, \$265,800; 5 cut-nail factories, \$1,140,800, and 4 chain and spike factories, \$550,000, or a total of \$7,809,513, against Chicago's little product of \$881,000. In the calculation, machine and steam engine works are not included. In 1870 there were 6 forged and rolled iron works here, which employed 1,462 hands, and produced \$2,564,496 worth; 1 anchor and cable factory, \$20,000; 2 cut-nail and spike factories, \$245,744; 1 wrought iron pipe factory, \$101,000; 3 iron railing factories, \$50,339; 22 casting establishments, \$1,707,848, and 3 stove foundries, \$179,800; or 38 houses, producing \$4,869,227 worth of manufactured iron, employing 2,540 hands, and paying \$1,537,495 in wages. The total does not include smaller iron factories, such as steel springs, machine, and engine works, *et al.* Baltimore, in 1870, had 2 forged and rolled iron works, producing \$2,872,612; 6 bolt, nut, and railroad iron works, \$81,000; 6 pig mills, \$1,499,261; 14 castings, \$577,476, and three stove works, \$70,585, or a total of \$5,100,934.

Allegheny County, Penn., was credited with 7 blooms, producing \$2,923,460; 33 forged and rolled iron works, \$20,101,664; 5 bolt and nut works, \$1,463,795; 10 cut nails and spikes factories, \$3,229,131; 3 wrought pipe works, \$617,000; 4 pig mills, \$2,324,000; 37 casting establishments, \$3,802,911; 6 cast-steel works, \$3,485,413; 1 forged steel mill, \$200,000, and 9 stove foundries, \$717,670, with 2 steel-spring works, \$303,000, all aggregating \$39,168,034. Pittsburg, of course, was the heaviest contributor to this immense total, Allegheny and other towns contributing not much over 10 per centum. Boston, which, in 1870, meant Suffolk County, from the iron-manufacturers' point of view, had 21 rolled and forged iron establishments,

including castings, wrought-pipe, bolts and nuts, which produced \$5,700,000. Erie County (N. Y.), represented by Buffalo, had 1 iron bloom, 5 forged and rolled iron works and numerous casting shops, the value of the product of which, in 1870, was \$5,465,965. Cleveland boasted of 8 forged and rolled iron works, which produced \$2,290,784; 6 bolt, nut and nail factories, \$349,480; 1 steel-spring factory, \$100,000; 2 wrought pipe works, \$169,000; 2 pig mills, \$398,000, with 16 casting and stove works, \$1,367,000; or a total product of \$4,674,264. Louisville, Ky., had 23 casting and stove works, producing \$2,303,844. Cincinnati had less than a million dollar production, though her machine, engine, boiler and other works produced some millions of dollars worth of manufactured goods. Detroit had 3 rolled and forged steel works, \$780,750; 1 nut and bolt factory, \$162,500; 5 pig mills, \$741,648, and 19 casting shops, \$937,300; or a total product worth \$2,622,198. Milwaukee was credited with 1 forged and rolled iron works, \$1,129,562; 1 pig mill, \$320,750; 7 casting shops, \$328,500, and 5 stove factories, \$237,569; in all \$2,016,381. New York had 6 forged and rolled works, producing \$672,125; 3 nut and bolt factories, \$151,000; 8 spike and nail factories, \$53,800; wrought railing, \$431,100, pigs, \$400,000; 54 casting shops, \$7,243,027, and 1 steel mill, \$100,000, or a total of \$9,050,252.

Philadelphia had 11 forged and rolled iron works, producing \$2,970,492; 3 pipe works, \$3,305,760; 63 casting shops, \$5,226,459; 9 stove works, \$1,678,532, or 111 iron works, employing 6,630 hands and producing \$13,181,243 worth of manufactured iron; and St. Louis had 34 establishments, which produced \$7,430,550, including 17 stove works, the value of whose product was \$2,937,950. With all the prestige of these manufacturing centers in 1870, Chicago had to contend. In her own market they competed with her, and it appeared at one time as if her progress in the manufacture of iron had reached its limit. What advances she made during the ensuing decade are portrayed in the Census of 1880 by the following statistics: Eleven iron and steel works, \$10,441,891; 16 iron railing, architectural and ornamental iron works, \$346,782; 7 iron forging and door shops, \$526,141, and a few nail, spike, chain, anchor and other heavy works, the product of which may be estimated at \$400,000, or a total of \$11,714,814. Buffalo, N. Y., had 4 iron and steel works, which produced \$887,012 worth of manufactured iron, and 3 iron forging houses, the product of which was valued at \$400,000; or a total of \$1,287,012. Boston's 5 iron and steel works produced \$2,189,987; 3 iron forgings, \$502,970, and 3 bolts and nuts, \$54,000; or \$2,746,957. Cleveland's 10 iron and steel establishments, \$9,435,432; 5 nut and bolt factories, \$800,711; 3 iron forging concerns, \$523,000; 4 iron railing concerns, \$45,500, and 3 architectural and ornamental iron works, \$84,354; or a total of \$10,888,997. Detroit's 7 iron and steel works, \$2,498,634. New York's 9 bolt and nut factories, \$249,222; 7 iron pipe shops, \$626,065; 29 iron railing establishments, \$358,170; 16 steam-fitting and heating apparatus, \$1,295,259, and 38 wire works, \$1,250,306; or a total of \$3,779,022.

Philadelphia's 16 iron and steel mills produced \$4,257,179; 10 nut and bolt factories, \$1,395,606; 10 iron forging establishments, \$561,487; 4 nail and spike mills, \$30,518; 15 iron railing foundries, \$180,032; wrought pipes, \$510,000; or a total of \$6,934,822. Pittsburgh's 3 bridge establishments produced \$1,214,934; 39 iron and steel mills, \$35,490,634; 4 bolt and nut factories, \$867,760; 5 iron forgings, \$194,387, and 3 wrought pipe, \$1,558,250, all aggregating \$39,325,963. St. Louis' 10 iron and steel mills produced \$3,950,530; 4 nut and bolt factories, \$493,560; 6 iron railing works, \$63,400; 4 architectural and ornamental iron works, \$67,000, and stoves, etc., valued at about \$250,000; or a total of \$4,824,490. From these figures Chicago held second place at the beginning of the last decade, Pittsburg, as now, leading in the world of iron production. In the Census year of 1890, Chicago had 14 iron and steel concerns, which employed 4,326 hands, paid in wages \$3,081,598, and produced \$24,317,831 worth of iron and steel from \$19,217,414 worth of raw materials; 6 iron and steel forging concerns produced \$687,400; 90 architectural and ornamental iron works, \$5,018,159, and 6 nail and spike factories, \$849,709, with 24 wire works, \$893,299; and 16 steam-fitting and heating apparatus concerns, \$3,921,738, or a total of \$35,688,136, produced by 156 establishments, which employed 10,047 hands and paid \$6,633,576 in wages. Of course, this does not include the bridge manufacturers or the foundry and machine shops, which will be considered separately; but the wire works and steam-fitting and heating apparatus factories are accounted for, for the reason that they have become important industries in recent years, owing to the presence of great iron works here. In the Census of 1880, there was no mention of smelting and refining works in Chicago; in 1890, there were 6 establishments, credited with a production valued at \$726,200.

The iron mills and iron manufactories of Chicago, which, in 1873, numbered 127 establishments and employed 9,623 hands, increased in 1874 to 159; but the number of employes decreased to 9,244, while the value of product fell from \$32,103,000 to \$29,727,000. The Chicago Steel Works were established on Noble Street, in 1873, and, with the older industries, weathered the storm of depression which swept over the city from the spring of 1873 to the spring of 1878. The product of the rolling mills, including the Joliet mill, was \$16,000,000. In 1875 the product of iron and steel mills and works was valued at \$29,775,000; in 1876, \$27,226,000; in 1877, \$28,440,000; in 1878, \$28,116,715; in 1879, \$33,215,000; in 1880, \$36,028,984; in 1881, \$33,343,000; in 1882, \$38,970,000; in 1883, \$44,293,000; in 1884, \$36,416,760; in 1885, \$38,393,000; in 1886, \$46,790,000; in 1887, \$61,187,000; in 1888, \$54,945,000; in 1889, \$61,450,000; in 1890, \$69,325,000; in 1891, \$70,700,000; in 1892, \$72,420,000; and in 1893, \$62,825,000. This last sum is exceeded by the product of the brass and copper works, which was valued at \$78,000,000, and is approached by the iron and wood works, the products of which were valued, in 1893, at \$44,900,000. The number of leading iron manufacturing establishments has increased from 246 in 1885 to 343 in 1893. The number of

employees, which was 19,180 in 1885, reached 26,300 in 1889; 34,600 in 1890; fell to 30,185 in 1891; to 29,815 in 1892; and to 19,420 in 1893.

Pittsburg—the most celebrated iron center on the continent—was credited with 50 great iron establishments in 1890, which produced \$59,326,352 worth of commercial iron. Thirty-three iron and steel mills showed an output valued at \$49,718,729; 4 nut and bolt factories, \$427,911; 4 nail and spike shops, \$2,560,094; 3 iron and steel pipe mills, \$5,992,395, and 6 architectural iron works, \$627,223. The wire works and the manufacture of steam-fitting and heating apparatus produced only a little, compared with Chicago; so that the two cities, excluding their foundry and machine shop interests, stand toward each other as 35 does to 59; though, when the value of the output of Chicago's foundries and machine shops in 1890, \$30,227,816, and of Pittsburg's, \$10,706,616, is considered, the proportion would read, \$65,915,952 : \$70,932,968, or \$4,117,016 above Chicago. The other iron manufacturing cities, which produced iron and steel in 1890 to the value of a million dollars or more, are: Allegheny, Penn., \$4,476,763; Birmingham, Ala., \$1,618,201; Cleveland, \$15,472,199; Philadelphia, \$5,022,312; St. Louis, \$2,762,672; St. Paul, \$5,860,667, and Youngstown, Ohio, \$9,676,050. The mills of Johnstown and Bethlehem, Penn., and of Joliet, Ill., may be considered among the great producers of to-day, while those of New York have merged into architectural and ornamental iron work, of which \$5,502,303 worth were produced in 1890. The extraordinary growth of the iron industry since 1880 scarcely permits a suggestion that more might have been accomplished by Chicago enterprise, but it may be said that the men who accomplished so much have it in their power to give Illinois first place as an iron manufacturer, rather than hold the third place, as in 1890. Her railroads and marine bring the raw materials into her mills, her markets are always active, and nothing save the freaks of animated labor can stop her advances.

While Illinois was first among the States in 1850 as a producer of leaden ore, with 213 mines against Wisconsin's 172, Arkansas' 40, and Iowa's 33, she was far backward in its manufacture, except in the matter of shot, in which twelve concerns were engaged, against New York State's 4, Maryland's 4, Missouri's 2, and Connecticut's 2. Chicago played a diminutive part in lead manufacture then, but since that, she has compensated herself in this particular for lost time. In 1860 the industry was yet small, while New York's 4 lead, pipe and shot factories were producing at the rate of \$1,937,000 annually. By 1870, matters were remedied, for in that year there were 2 factories, 1 lead pipe and 1 shot, which employed 24 hands, paid \$16,477 in wages, and produced \$798,410 worth of goods. New York was credited with 6 lead pipe works producing \$10,607,800, together with pig lead valued at \$970,500, and shot at \$486,000; or a total \$12,064,300. In 1880 Philadelphia produced \$758,000, New York holding first place. In 1890 Chicago entered the front ranks in the production of bar, pipe and sheet lead, having 3 establishments, employing 186 hands, paying \$120,240 in wages, and showing an output valued at \$2,584,200. The industry is far

below what Chicago should have and what she demands. New York, St. Louis LaSalle, Ill., and even Eastern cities enter this field, find an immense market for the products of their works, and discountenance, in a very material way, the growth of lead manufacture in this city, though the rich lead and zinc deposits of the Ozark region in Missouri and Arkansas, Illinois, Wisconsin and Iowa are within the trade territory of Chicago.

Looking-glass and picture frames were manufactured here at an early day, just as a showcase was for the merchant, or a table for the housekeeper, or a bookcase for the librarian. Their manufacture now is an important industry. In 1860, there were 2 concerns here employing 6 hands and producing \$4,800 worth of mirrors and frames. In 1870, the industry scarcely deserved mention; but in 1880 there were 52 establishments, employing 974 hands, paying \$357,625 in wages, and producing \$1,268,855 worth of looking-glass and picture frames, while New York's 81 shops produced \$2,071,565, and Philadelphia's 55, \$1,180,400. By 1890, Chicago increased her establishments to 77 and the value of her products to \$2,517,417, while the number of hands was increased to 1,602. In addition, there were 7 mirror factories, employing 391 hands, paying \$267,862 in wages, and producing \$578,338 worth of mirrors, bringing the total to \$3,095,755, while New York's 173 houses produced \$3,273,921; or while New York, with her 250 years of experience and metropolitan pretensions, was increasing her production about \$1,202,000, Chicago, young and ambitious, increased hers by \$1,826,900, or almost by \$2,000,000. Indeed, the Western city, with a little more of her native pluck and enterprise, could have snatched the industry from Manhattan Island, and made Chicago its center on this continent.

Four showcase factories employed 216 hands in 1890, and produced \$425,025 worth of goods, against \$227,000, produced by 11 factories in 1880. This is a branch of the looking-glass and picture frame industry, now in its infancy.

The lumber manufacturing industry of Chicago may be said to have been confined to planing mill products for many years; for the Chicago saw mill is almost as rare now as the Chicago silk mill. In 1850 there were only 29 sash, door and blind factories in Illinois, and even with that small number she was twelfth among the States in that industry. Her 260 lumbermen or saw millers won the ninth place in that branch, and her 111 shingle makers gave her fourth place in that industry. In 1860 Chicago had 6 planing mills, employing 74 hands and producing \$417,828 worth of planed lumber; 13 sash, door and blind factories, employing 278 hands, paying \$96,936 in wages, and producing \$373,247 worth of material; and 3 wood turning concerns producing \$4,800 worth of turned wood. Her 4 shingle factories employed 72 hands, paid \$12,864 for labor, and produced \$61,000 worth of shingles, though there were 127,894 shingles received, and 168,302 shipped. Detroit then had 43 saw mills, producing \$619,049; Minneapolis 8, \$212,400, and Pittsburg 42, \$527,147. In 1870 Chicago's 17 sash, door and blind factories employed 528 hands, paid \$304,540 for

labor, and produced \$874,550, meanwhile the turners produced \$18,000 worth of turned and carved wood; while New York's 9 planing mills produced \$1,359,300, and her 7 saw mills \$275,088; and St. Louis' 12 sash, door and blind factories, \$2,334,100. In 1880 Chicago's 42 sash, door and blind factories employed 2,741, paid \$1,102,963 in wages, and produced \$7,042,408. Cleveland is noticed in 1880 as producing \$857,687 worth of sash, door and blind work; New York, \$867,995, with \$1,351,789 worth of turned and carved wood; Philadelphia, \$802,109; Pittsburg, \$1,054,395; St. Louis, \$1,191,670, and San Francisco, \$769,030. Chicago attained first place in the industry. In 1890 Chicago's 116 sash, door and blind factories produced \$17,604,494 worth of goods, while her 5 saw mills produced \$300,780 worth of lumber, and her 32 turning and carving shops, \$382,559, or a total of \$18,287,833, against Detroit's \$3,179,086; Louisville's \$2,197,719; Minneapolis' \$9,626,975; Grand Rapids' \$2,319,495, and St. Louis' \$1,689,832. Indeed, the products of the cities named would require the addition of several smaller lumber manufacturing cities to equal Chicago's total product in this great industry. In 1890 Chicago received 1,969,689,000 feet of lumber, of which she shipped 884,058,000 feet, using the balance in her buildings as rough and planed lumber, or as sash, doors and blinds.

The manufacture of mattresses and spring-beds rose to importance within the decade ending in June, 1890. In 1860 there were three concerns here, which produced goods valued at \$2,600. Even in 1870 the industry was a small one, but in 1880 there were 24 concerns doing business here, which produced goods valued at \$739,908. In 1890 the number of establishments was 29, the number of employes 665, the amount paid in wages \$389,734, and the value of product \$2,061,336.

The 18 malt houses, referred to in the statistics of breweries, employed 481 hands, paid \$347,044 in wages, and produced \$4,329,100 worth of malt from \$3,009,550 worth of raw material. In 1880 16 establishments produced only \$1,960,780 worth of malt.

Millinery—one of the daintiest branches of manufacture—established herself modestly here before the census enumerator had the chivalry to notice her. In 1860 there were 12 millinery establishments in Chicago, employing three male and 72 female hands, paying \$22,740 in wages and producing from \$72,075 worth of ribbon, feathers and other feminine notions, \$133,400 worth of marketable bonnets and sundry head-gear for the fair damsels of the prairies. Then, however, the Eastern cities were called upon to supply the most loveable novelties in millinery—New York's 99 establishments producing \$1,260,789 worth of goods, with \$984,500 worth of artificial flowers. Boston, Philadelphia and Cincinnati were no small suppliers of dainty goods, so that Chicago's millineries of 1860 were mere custom shops. The five establishments credited in the census of 1870 employed 64 hands, paid \$10,688 in wages and produced goods valued at \$45,725. In 1880 there were 12 millinery and lace houses here, which employed 402 hands, paid \$85,280 in wages, and produced

goods valued at \$430,900, against New York's production, valued at \$5,153,080. The statistics for 1890 show 7 millinery and lace goods establishments, employing 553 hands, paying \$230,024 in wages, and producing, from \$286,548 worth of raw material, goods valued at \$664,930. In addition to that the 200 custom-work houses employed 1,102 hands, paid \$562,957 in wages, and produced goods valued at \$1,954,076, or a total of \$2,619,006, while 6 artificial flower and feather establishments, employing 86 hands, and paying \$40,174 in wages, produced \$179,250.

In the manufacture of musical instruments Chicago has taken a very respectable position, though it may be said that the industry has not been developed in a way Chicagoan. In 1860 there were two establishments here, which employed 7 hands, paid \$2,820 in wages and produced \$23,600. New York, at the same time, had 43 houses, producing \$2,746,467 worth of instruments. In 1870 this western city had 4 organ, 1 general instrument, and 3 piano manufacturing houses, employing 127 hands, paying \$102,186 in wages, and producing instruments valued at \$239,000, while New York boasted of 91 establishments, producing \$4,638,179. Ten years after (1880), Chicago had 14 establishments, employing 226 hands, paying \$122,209 in wages and producing instruments and materials valued at \$414,325, while Boston's 37 factories produced \$3,407,698 worth of instruments, of which, pianos alone, were valued at \$2,166,966, and New York's 82 produced \$7,285,112. In 1890 there were 31 instrument and material factories in Chicago, the productions of which were valued at \$3,421,360; there were 1,922 hands employed and \$1,057,098 paid as wages.

The manufacture of paint is a new industry, just as canning meat and fruit is. When the Pacific Ocean became the frontier and the Indian was driven into submission the people looked for something better than the rude log cabin and found it in the frame cottage. Later their growing tastes suggested colors for the planed boards and the demand for paints became so great that the painter, who was formerly the mixer, appealed to the manufacturer to produce ready-made paints. In 1860 Chicago had 2 white lead factories, employing 29 hands and producing \$233,000 worth of lead. There were also here 4 paint establishments, employing 10 hands and producing paints valued at \$9,000, so that 35 years ago the painter continued to buy the white lead, colors and oil, take them to his shop and prepare them specially for the job on which he was engaged. Philadelphia had 10 paint works in 1860, the product of which reached \$1,065,574; Brooklyn had 5 linseed oil mills, producing \$1,610,704 and 8 white lead works, producing \$2,129,500, while Boston, New York, Philadelphia and Cincinnati were large producers of paints and painter's materials. In 1870 Chicago's 4 works employed 70 hands, paid \$33,850 in wages and produced paint valued at \$544,400, while her 4 linseed oil works employed 112 hands, paid \$51,150 in wages and produced oil valued at \$891,133. Her white lead factories were among the largest producers in the country. St. Louis' 8 paint works produced \$2,083,000 worth of liquid, while the products of her white lead and oil mills were

valued much higher, so that Chicago was still very young in this industry. By 1880 she showed some signs of activity, for her 12 paint works produced \$2,796,000 worth, her 5 linseed oil mills \$1,967,093, her 4 varnish works \$389,000 and her white lead works boasted of a valuable production. Brooklyn's 26 paint works produced \$5,284,201 worth, with \$874,655 worth of varnish; Cleveland's, \$1,202,480 worth of paint and \$691,245 worth of varnish; New York's 26, \$2,932,049; Philadelphia's 21, \$2,068,505, and St. Louis' 13, \$2,570,860. In 1890 Chicago's 31 paint works employed 808 hands and produced \$4,799,675, while her 6 oil mills produced linseed oil valued at \$2,789,764 and 9 varnish works \$1,283,319. St. Louis' 14 factories produced \$3,163,818 worth of paint and surrendered her place in this industry to Chicago, while more than one of the Eastern producers had to follow the example of the city on the Mississippi.

The manufacture of pickles, preserves and sauces may be said to have been introduced here after the Civil War. In 1870 there was one preserve and sauce factory, employing 9 hands, paying \$5,000 in wages, and producing \$39,700 worth of goods. In 1880 there were 6 concerns, employing 56 hands, paying \$25,400 in wages, and producing goods valued at \$288,200. Ten years later, in 1890, the product of 22 houses was valued at \$1,064,956; the number of hands employed, 338; the amount paid in wages, \$166,234; and the value of raw material used, \$623,036.

Perfumery and cosmetic manufacture attained a standing here at the close of the eighties, when the product of 11 factories was valued at \$319,050. The industry employed 156 hands, paid \$68,462 in wages, and used \$114,170 worth of raw material. New York, in 1880, produced \$1,028,352 worth; and in 1890, \$1,700,479; so that Chicago has full play for her enterprise, if she would equal the late metropolis.

Plumbers' supplies were manufactured here in the seventies and early in the eighties, in a go-as-you-please manner. About 1882 the industry was generally reorganized, and by 1890 the annual product of 6 factories was valued at \$1,248,404; while the work of 278 plumbing and gas-fitting shops was valued at \$5,608,851 against \$563,012 in 1880. The extraordinary advances in the plumbing trade since 1879 have not been equaled by the advances in the manufacture of plumbers' supplies. A good deal has been accomplished by the city's plumbers' material manufacturers, but all, so far, is only a fraction of what the near future will see accomplished by them.

Printing and publishing have attained wonderful prominence in this city. From small, town-like industries they have grown to magnificent proportions, until it seems as if our printers could set all the copy for the Caucasian world and turn to the Asiatics, Africans and Fiji Islanders for more. They exemplify the commercial instinct in a most extraordinary way, and seize upon everything that is saleable, whether sacred or profane. In 1850 Illinois was down to zero among the States as a printing and publishing center. She held the seventeenth place in book-binding, with 20 establishments, had 12 publishing houses and several small printing concerns. In 1860

there were 16 printing establishments here, which employed 351 male and 5 female hands, to whom \$154,428 was paid in wages, and who produced work valued at \$525,022; one type foundry, which produced \$24,600 worth of type from \$4,824 worth of labor and \$6,210 worth of raw material; two engraving establishments, which employed 12 hands, paid \$5,700 in wages and produced work valued at \$12,550, and one bindery, which employed only 3 or 4 hands and produced \$9,300 worth of work. In that year Philadelphia's 67 job printing houses produced \$1,084,225 worth of work; her 42 book printing concerns, \$2,377,400; her 31 newspaper printing, \$1,577,100, and her binderies and type foundries about \$1,000,000 worth, or a total of \$6,038,725; New York's 81 job offices produced \$1,033,658; 17 book, \$3,225,551; 51 newspaper, \$6,182,946; 37 binderies and blank book houses, \$1,036,218, and several type foundries about \$500,000 worth of type, or \$11,978,373; Cincinnati's 32 printing houses produced \$1,503,101, and Pittsburg's 16 newspaper offices, \$538,103. When the engraving, type foundry and bindery branches are added to Pittsburg's total she far exceeded Chicago's \$571,472 worth of production, while Philadelphia, New York and Cincinnati were so far in advance that there was no human possibility of Chicago ever "catching up" with them.

In 1870 there were two printing and publishing houses, employing 53 hands, paying \$37,000 in wages and producing \$324,000 worth of books; 8 book-printing houses, employing 181 hands, paying \$114,700 in wages and producing work valued at \$452,500; 16 newspaper concerns, employing 341 hands, paying \$222,200 in wages and producing \$945,450 worth of work; 34 job concerns, employing 333 hands, paying \$156,200 in wages and producing work valued at \$431,000; 19 binderies, employing 260 hands, paying \$105,800 in wages and producing \$888,400; 1 type foundry, employing 12 hands, paying \$7,000 in wages and producing \$25,000 worth of type; or a total of \$3,066,350. Baltimore's products in these branches were valued at \$1,468,905; Boston's, \$5,733,160; Cincinnati's, \$2,761,322; Detroit's, \$680,613; Milwaukee's, \$555,975. New York's 126 printing establishments produced \$11,574,931; 65 binderies, \$4,187,315, and 11 type foundries, \$1,278,252; or a total of \$17,040,498. Philadelphia's 76 printing and 76 job offices produced \$11,149,165, and her 70 binderies \$3,362,395 worth of work. St. Louis' 55 establishments produced \$5,090,450, and San Francisco's 34 newspaper and 29 job offices \$1,587,254. The product of the various celebrated engraving offices of New York and Philadelphia is not included in the figures, though it passed the million-dollar mark before Chicago's reached the \$10,000 mark. The Census of 1880 credited Chicago with 135 printing and publishing houses and 13 lithographing houses, producing \$6,657,682, and 26 binderies which produced \$481,131, or a total of \$7,138,813. New York, at the same time, had 412 printing houses, which produced \$21,696,354 worth of goods; 48 lithographing houses, \$1,738,452, and 11 binderies, \$4,927,886, or a total of \$28,362,692. Philadelphia had 181 printing and publishing houses, which produced \$6,834,964, exclusive of binderies and engravers,

which produced at least \$2,000,000, or a total of \$8,834,964. Cincinnati's printing, publishing and lithographing houses numbered 98 and produced \$4,640,194; Cleveland's 11, \$666,509; Milwaukee's 28, \$841,947; Pittsburg's 42, \$1,422,481; St. Louis' 101, \$3,668,287; San Francisco's 152, \$2,987,576; Baltimore's 47, \$1,374,168; Boston's 145, \$5,469,518 and Brooklyn's 64, \$1,549,743. There may be added to Chicago's total for 1880 the sum of \$65,554, representing the product of 3 stereotyping houses, and \$314,000 the value of the product of her five type foundries. New York and Philadelphia were her only real competitors in the departments of engraving and printing at the beginning of the century's ninth decade.

In 1890, there were 656 printing establishments, employing 12,647 hands, paying \$9,099,002 in wages and producing \$27,436,787, worth of work from \$7,798,174 worth of raw material; with these were 10 printing material houses, employing 329 men and producing \$439,400 worth of goods; 3 type foundries, employing 195 hands (against 318 in 1880), and producing \$765,000 worth of type (against \$314,000 produced in 1880); 15 lithographing and engraving establishments, employing 680 hands and producing \$951,785; 6 electrotyping houses, employing 265 hands and producing \$367,000 worth of goods, against \$65,554 produced in 1880; 6 steel engraving concerns, employing 63 hands and producing \$75,120; 18 wood engraving houses, employing 169 hands and producing \$218,975; 3 engravers' material houses, employing 30 hands and producing \$49,500; 21 engraving and die sinking establishments, producing \$299,925; 33 blank book factories and binderies, employing 938 hands and producing \$1,463,652; and 14 photo-lithographic houses, employing 150 hands and producing \$246,300; or a total of \$32,313,444.

To show more clearly the relation of Chicago in 1890 to the other publishing centers of this country, the following statistics are given:

Branch.	Balti- more.	Boston.	Brook- lyn.	Chicago*.	Cincin- nati.	New York.	Philadel- phia.	St. Louis.
Newspapers and periodicals	\$1,681,822	\$7,140,264	\$1,398,851	\$27,436,787	\$2,951,826	\$34,253,772	\$13,397,217	\$4,623,386
Job and book work	1,144,534	5,487,739	1,653,528		3,334,846	19,894,757	11,347,340	3,894,990
Photo-litho. and engraving	17,000	156,845	-----	246,300	12,050	890,300	132,200	-----
Lithography and engraving	316,352	291,101	219,953	951,785	1,543,991	6,288,779	1,578,619	244,275
Engraving and die sinking	17,878	141,885	86,400	299,925	143,980	911,948	146,796	96,067
Steel engraving	17,075	390,821	-----	75,120	-----	1,300,604	292,648	47,102
Wood engraving	8,314	190,277	-----	218,975	148,344	362,398	227,173	74,987
Stereo. and electrotyping	-----	274,825	-----	367,000	80,576	743,100	258,569	-----
B'kbinding and blank books	160,368	1,213,991	1,317,700	1,463,652	207,058	5,839,887	2,025,793	336,227
Totals	\$3,363,343	\$15,287,749	\$4,623,432	\$31,059,544	\$9,022,621	\$70,414,535	\$29,406,355	\$9,320,008

Chicago advanced to second place since 1860, when Pittsburg and other towns which are now not considered, were her rivals in printing, publishing and engraving. Her strides forward have been those of a giant, placing her before all other American cities in this industry, save her ancient rival on Manhattan Island, and promising her precedence of all in 1900 A. D. if present rates of advance are maintained.

There were 860 saddle and harness shops in Illinois in 1850, of which 8 were in Chicago, this State being ninth in order of number and production. Ten years later

*Other branches, specially cultivated, bring Chicago's total to \$32,313,444.

there were only 13 saddlery and harness establishments in Chicago, employing 52 hands, paying \$17,244 in wages and producing \$56,707 worth of goods. In 1870 the industry was represented by 39 houses, which employed 173 hands, paid \$65,927 in wages and produced goods valued at \$220,001. St. Louis, with her 97 houses and a production valued at \$4,326,276, was then the center of this branch of manufacture in the Mississippi Valley. In 1880 Chicago had 82 shops, employing 491 hands, paying \$179,574 in wages and producing goods valued at \$746,247, against St. Louis' 92 shops and \$2,364,858 production. Chicago doubled the production of 1880 in 1889-90, the value of output being \$1,486,256, the number of hands employed, 880; the wages, \$520,440; and the raw material, \$676,851. St. Louis increased the number of shops to 110, but the product was only \$2,803,961, an increase of less than 20 per centum against Chicago's 100 per centum increase. This satisfactory advance is surprising, in view of the little attention given by local manufacturers to its development. Specialties, such as horse collars, have been fostered here for a time and then allowed to fall; so with other branches of this industry. The field is here awaiting the presence of enterprise to make saddlery and harness manufacture one of the principal industries of this city.

As related in the history of industries, ship and boat-building was carried on here about the time the town was incorporated; yet in 1860 Cook County was credited with 2 establishments, employing 8 hands and producing only \$3,700 worth of boats. The census is authority for this statement. New York's 12 yards were then producing at the rate of \$1,178,488, and Brooklyn's 15, \$1,263,475. In 1870 Chicago's 6 yards showed an output valued at \$216,950; while in 1880 she was credited with 21 yards, producing boats valued at \$659,133. In 1890 the census recognized only 6 yards, the value of the output of which was placed at \$336,148. For purposes of comparison the figures are unreliable and the conditions variable. In recent years Chicago has produced several fine boats, such as the "Arthur Orr," the "Manitou" and the "Kearsarge." It may, however, be stated that Chicago has not taken advantage of her great opportunities to become a ship-building center. That the future of that industry here is exceptionally promising can not be doubted; for with her growing lake marine interests and the building of the Illinois and Michigan and the Hennepin ship canals a new era is opened to her.

The sewing-machine industry may be said to have been introduced here in the fifties. In 1860 there were 2 establishments, employing 4 hands and producing \$3,050 worth of machines. In 1870 2 factories employed 32 hands, and produced \$20,000 worth. In 1880 there were 11 establishments here producing \$259,513, with \$262,355 worth of cases, and in 1890 6, which produced \$535,965. That she will be at the head of the industry within a few years must be conceded, for nothing less than the nativism of patentees and manufactures has retarded its growth here so far.

There were 3 shirt factories here in 1860, which employed 1 male and 26 female

hands, and produced goods valued at \$23,581. In 1870 the industry was considered with men's clothing; while in 1880 there were 28 factories producing \$721,167 worth of shirts, employing 535 hands and paying \$132,020 in wages. The number of establishments in 1890 was 38, the number of hands 1,390, the sum of wages \$581,784, and the value of product \$1,854,654. Troy, N. Y., had then 12 shirt factories producing goods valued at \$6,217,785, apart from her 17 men's furnishing houses, which produced over \$3,000,000 worth of goods, while St. Louis' 25 houses produced \$534,895 worth of goods.

The silk mill never yet had a place in Chicago. The tribulations of the industry in Massachusetts during its early years made the western men cautious, so that they have only ventured to manufacture the fabric into various goods. In 1880 there were 5 establishments producing \$244,150 worth of goods and employing 259 hands. In 1890 there were 10 houses, employing 805 hands, paying \$295,636 in wages and producing \$785,845 worth of silk goods, against Boston's product of \$5,577,569 from 20 silk mills, and Philadelphia's \$8,059,604 products.

The slaughtering and meat-packing industry has attracted to Chicago more attention than any other branch of her manufactories. Beginning very modestly, it crept upward like an oak tree, and now has its roots set in all the markets of the civilized world, and its branches leaf-bearing in all seasons and all climes. The history of this growth is given in former pages, but here a few figures may be given for the purposes of comparison.

As told in the former chapter, Chicago took the lead in this industry during the first winter of the Civil War, and held that lead until the season's product of her packing houses equals almost that of all other cities.

There were other Richmonds in the field before Chicago took the lead in the pork and beef packing department. Illinois was only seventh among the States in 1860 as a packing center, California being first with 199 against Illinois' 22 houses, Pennsylvania's 106, New York's 91, Ohio's 55, New Hampshire's 46, and New Jersey's 28. St. Louis had 7 houses which produced \$1,687,686 worth of meat; New York 20, \$3,211,730; Philadelphia 18, \$4,325,851; and Milwaukee 8, \$513,820. In 1870 Chicago had 31 packing houses which employed 2,129 men, paid \$425,560 in wages, and packed pork valued at \$19,153,851, with \$1,473,700 worth of animal oil and \$1,050,150 worth of soap and candles. Baltimore canned \$1,343,200 of oyster and fish, and packed \$595,000 worth of pork; Cleveland's 4 establishments produced \$1,195,570 worth of pork; Cincinnati's 3 beef packing houses, 172,510 worth of beef, and her 45 pork houses, \$9,172,280 worth of pork, with \$6,544,843 worth of animal oil and \$2,502,539 worth of soap and candles; Kansas City's 4 beef and 4 pork packers produced meats valued at \$847,800; New York's meat products fell below the million dollar mark, but her grease and tallow output was valued at \$3,037,000 and her soap and candle products at \$4,522,710; Philadelphia's 7 packing houses produced \$2,028,819; and St. Louis' 12, \$11,443,-

845 worth of pork, with \$4,100,000 worth of animal oil and \$1,767,500 worth of soap and candles. Chicago had stern competitors, but she advanced into their territory and captured the outer works before the close of the decade. Her 70 packing houses of 1880 produced meats valued at \$85,324,371, employed 7,478 hands, paid \$3,392,748 in wages, and used \$74,546,319 worth of raw material. At the same time there were 16 soap and candle factories, which produced \$3,627,310; 3 oleomargarine factories, employing 70 hands, paying \$21,310 in wages, and producing \$437,800 worth of patent butter from \$328,500 worth of raw material; 3 lard oil factories, employing 85 hands paying \$42,600 in wages, and producing from \$928,000 worth of raw material \$1,107,000 worth of oil; and 6 grease and tallow concerns, producing \$1,327,000.

The following table shows the number of hogs packed in the principal packing centers of the country, from the winter of 1850-51, to that of 1892-93:

NOVEMBER 1 TO MARCH 1.	Chicago.	Cincinnati.	St. Louis.	Milwaukee.	Louisville.	Indian- apolis.	Kansas City.	Omaha.
1850-51	20,000	334,000	82,274	no report	196,000	18,000	.....	.....
1851-52	22,036	352,000	47,168	no report	193,000	29,000	.....	.....
1852-53	44,156	361,000	60,000	no report	301,000	27,000	.....	.....
1853-54	52,849	421,000	90,000	43,000	407,033	44,900	.....	.....
1854-55	73,694	355,786	89,830	34,000	283,788	34,476	.....	.....
1855-56	80,380	405,396	93,700	34,000	332,733	65,030	.....	.....
1856-57	74,000	344,512	71,531	15,000	245,830	27,160	.....	.....
1857-58	99,262	446,677	98,000	16,000	253,803	40,480	.....	.....
1858-59	171,684	382,826	57,500	32,000	288,590	33,217	.....	.....
1859-60	151,339	434,499	70,326	52,000	251,870	32,276	.....	.....
1860-61	271,805	453,799	79,800	51,000	198,751	38,781	.....	.....
1861-62	505,691	474,467	84,093	94,761	91,335	42,100	.....	.....
1862-63	970,264	608,457	175,000	182,465	116,000	77,000	.....	.....
1863-64	904,659	370,623	240,099	141,091	103,267	66,400	.....	.....
1864-65	760,514	350,600	185,894	107,130	92,409	55,888	.....	.....
1865-66	507,355	354,079	116,760	87,853	90,519	36,000	.....	.....
1866-67	639,332	462,610	176,800	133,370	157,071	53,739	.....	.....
1867-68	796,226	366,831	237,323	159,463	140,980	52,645	2,500	.....
1868-69	597,954	356,555	224,341	129,094	167,209	56,466	16,000	.....
1869-70	688,140	337,330	241,316	172,626	182,000	55,474	25,500	.....
1870-71	918,087	500,066	305,600	241,000	242,135	105,000	36,200	.....
1871-72	1,218,858	630,301	419,032	315,000	309,512	172,100	83,000	.....
1872-73	1,425,079	626,305	538,000	303,500	302,246	196,317	187,221	7,500
1873-74	1,520,024	581,253	463,793	294,054	226,947	295,766	140,348	15,785
1874-75	1,690,348	560,164	462,246	236,596	273,118	278,339	73,500	13,000
1875-76	1,592,065	563,359	329,895	181,972	223,147	323,184	74,500	18,025
1876-77	1,618,084	523,576	414,747	225,598	214,862	294,198	116,038	37,000
1877-78	2,501,285	632,302	509,540	371,982	279,414	270,150	188,344	54,000
1878-79	2,943,115	623,584	629,261	444,221	187,506	472,455	224,000	74,658
1879-80	2,525,219	534,559	577,793	340,783	231,259	364,021	195,600	51,514
1880-81	2,781,064	522,425	474,159	325,729	231,269	388,763	339,678	96,147
1881-82	2,368,100	384,878	316,379	323,619	131,007	249,178	345,817	85,151
1882-83	2,557,823	425,400	327,004	293,510	125,812	276,017	445,374	90,980
1883-84	2,011,384	365,451	382,222	265,467	141,704	274,095	427,162	64,770
1884-85	2,368,217	385,435	442,087	336,645	164,912	316,971	606,787	141,100
1885-86	2,393,052	332,696	369,130	343,423	122,261	290,500	656,109	106,416
1886-87	1,844,189	331,401	370,866	327,255	198,833	352,148	768,539	242,628
1887-88	1,731,503	309,588	369,790	218,650	190,671	300,506	780,476	364,372
1888-89	1,462,130	300,082	336,176	273,577	152,674	278,002	712,184	333,150
1889-90	2,179,440	271,513	348,810	309,729	105,512	325,800	681,710	373,043
1890-91	2,837,624	301,054	291,332	337,768	113,468	315,233	936,760	584,324
1891-92	2,757,108	288,548	350,483	326,386	101,365	317,002	863,499	634,983
1892-93	1,478,212	204,410	226,206	119,500	112,003	204,553	616,752	408,080

Baltimore's 6 houses produced \$2,742,645; Buffalo's 6, \$3,441,280; Boston's 21, \$7,096,777; Brooklyn's 28, \$8,010,492; Cincinnati's 49, \$11,614,810; Cleveland's 12, \$5,427,938; Detroit's 7, \$1,721,231; Milwaukee's 7, \$6,099,386; New York's 58, \$29,297,527, with \$3,697,964 worth of soap and candles, \$5,215,393 worth of oleomargarine, and \$6,871,175 worth of grease and tallow; Philadelphia's 19, \$7,869,114, with \$2,033,403 worth of soap and candles; Pittsburg's 9, \$1,451,816; St. Louis' 32, \$8,424,064, with \$1,607,541 worth of soap and candles, and San Francisco's 24, \$6,013,602. From these figures it is evident that Chicago's meat products were of more value in 1880 than those of Boston, Brooklyn, Cincinnati, Cleveland, Milwaukee, New York, Philadelphia, Pittsburg and St. Louis combined, but that New York exceeded her in soap, candles and oleomargarine products. During the decade ending in June, 1890, Chicago's advances in this industry were more Chicagoan than ever before. In the Census year her 68 packing and slaughtering houses produced \$203,825,092 worth of meats, employed 17,923 hands, paid \$11,031,366 in wages, and used \$173,737,558 worth of raw material, while kindred industries also increased. The 16 soap and candle factories employed 1,074 hands, paid \$582,728 in wages, used \$7,237,639 of raw material, and produced goods valued at \$9,487,542; her 4 oleomargarine factories employed 219 hands, paid \$170,414 in wages, and produced \$1,864,800 from \$1,314,300 worth of raw material; her 5 grease and tallow concerns employed 164 hands, paid \$107,408 in wages, and produced \$778,824; while numerous smaller industries suggested by the stockyards produced at least \$1,000,000 more. In presence of such figures, it may be said, without reviewing the statistics of other cities, that she was without a competitor in the production of meats and soaps in 1890. Baltimore's 14 meat packing establishments produced \$4,311,412, and her oyster canneries \$2,794,247; Boston's 20 houses about \$8,000,000 worth of meats; Brooklyn about half of Boston's output; Cincinnati's 29, \$6,903,303, exclusive of \$64,510 worth of sausage. Cleveland's 9, \$4,810,993; Denver's 3, \$1,625,711; Detroit's 3, \$2,770,178; Indianapolis' 3, \$5,403,018; Kansas City's, \$39,927,192; Louisville's 8, \$2,378,605; Milwaukee's 14, \$7,890,117; New York's 16, \$19,122,072, with 32 soap and candle concerns, which produced goods valued at \$5,518,668; Omaha's 3, \$112,870; Philadelphia's 81, \$9,146,513, with 42 soap and candle factories, which produced \$2,788,746; San Francisco's 5, \$661,011; St. Louis' 60, \$12,047,116, exclusive of her 13 sausage factories, which produced \$82,000, and her 10 soap and candle factories, \$1,203,406, and St. Paul's 6, \$783,370. The meat products of all the houses of the cities named, outside Chicago, in 1890, was valued at \$89,854,629, and if the little cities, where the industry obtains, be added, the total value would not far exceed Chicago's, so that Chicago slaughtered and packed more than two-thirds of all produced by the houses of the leading cities, and 36.10 per centum of all in the United States, or over one-third of \$564,667,035. A reference to the local statistics, given in a former chapter, will show the product of the principal packing houses only; but the figures tell, in every instance, of extra-

ordinary progress, and point out the way by which other industries, now small and struggling, may be raised to respectable proportions, to be like the city where they find a home.

In 1860 the manufacture of glucose was unknown in Chicago, and sugar making was a little industry. St. Louis' 1 sugar refinery was producing at the rate of \$1,800,000 annually; Philadelphia's 8 refineries, \$6,356,700; Brooklyn's 4, \$3,794,000, and New York's 14, \$19,312,500. In 1870 there is no mention of the industry at Chicago, though Baltimore is credited with 4 refineries, producing \$7,007,857; Boston, 3, \$5,414,273; New York, 10, \$25,794,333; Philadelphia, 14, \$25,949,876; St. Louis, 1, \$4,135,250, and San Francisco, 3, \$3,904,045. In 1880 Boston's product was valued at \$16,518,760; Brooklyn's at \$59,711,168; New York's at \$11,330,883; Philadelphia's at \$24,294,929, while St. Louis' refinery did not produce a million dollars' worth, and Chicago remained unnoticed. It may be stated, then, that Chicago had not made a beginning in this industry when the cities named were celebrated producers. In 1890, however, she had three sugar and molasses refining houses, which employed 96 men, paid \$80 314 in wages and produced \$1,427,312 worth of sugar, where nothing was credited ten years before. Four years ago Brooklyn's 8 refineries were producing at the rate of \$16,629,982; New Orleans' 7, \$11,737,323; Philadelphia's 8, \$46,598,524; San Francisco's 3, \$22,673,850, and St. Louis' 3, \$453,000. Down to a few years ago the production of sugar from cane was confined to a few hands, and that branch of the industry is yet monopolized by a few. The inauguration of glucose manufacture at Chicago and the refining of molasses here gave independent industries to the city, which to-day may be said to constitute her sugar refining interests. What the development of the beet sugar industry may suggest to Chicago manufacturers in the future is interesting. Whether the sugar beets of the great West will be carried here to be manufactured, as cattle and hogs now are, remains with the future to decide.

In 1850 there were 133 tanneries in Illinois, giving it the eighteenth place in number among the States, corresponding with her place in general manufactures. Chicago was then a small producer of leather. In 1860 her 4 establishments, employing 19 hands, produced only \$25,628 of common leather, with \$34,000 worth of morocco; against Philadelphia's 83 concerns, which produced \$3,729,683; New York's 10 (morocco) tanneries, \$677,169; Cincinnati's 34, \$1,111,041, and Pittsburg's 27, \$452,467. The 15 tanning and 12 currying establishments here in 1870 employed 673 hands and produced \$3,333,121. Allegheny, Penn., had, at that time, 38 establishments producing \$2,101,828 worth of leather and dressed skins annually; Boston, 23, \$2,993,084, with enameled leather valued at \$1,220,000; Cleveland, 17, \$917,551; Detroit, 19, \$717,500; New York, 44, \$3,306,070, and Philadelphia, 92, \$6,482,046. Within a decade Chicago increased her product to equal that of Philadelphia in 1860. In 1880 she had 9 curriers and 19 tanners, the products of whose works amounted to \$7,061,050, against Baltimore's 35 tanneries, which produced \$693,297; Boston's 28, \$3,100,142; Brooklyn's

20 (dressed skins), \$1,755,144; Detroit's 17, \$913,814; Milwaukee's 39, \$4,425,754; New York's 23, \$1,608,496; Philadelphia's 28, \$1,347,717; exclusive of 54 dressed skin establishments, \$6,741,796; and San Francisco's 88, producing leather worth \$3,116,820. The number of establishments in Chicago decreased to 21 in 1890, but the number of employes increased from 1,334 in 1880 to 1,739 in 1890, and the value of product from \$7,061,050 in 1880 to \$7,395,371 in 1890. Milwaukee had 14 tanneries, producing leather valued at \$8,429,814; Racine, Wis., 4, \$706,000; and St. Louis, which had 24 tanneries in 1880, producing \$682,380, recognized only 15 houses in 1890, the product of which was valued at \$1,502,680. The battle for precedence in this industry is now between Chicago and her northern suburb, Milwaukee. How long the war will last depends entirely on the enterprise of the Chicago leather manufacturers, who have here every incentive to raise the industry higher than it exists in any other city in the United States.

In 1850 there were 238 tanners, producing over \$500 worth of wares annually, in Illinois, a number of whom carried on their trade here. There were also in the State 5 bell and brass founders. In 1860 there were 6 brass founding establishments here, which employed 98 men, who earned \$31,820, and produced \$136,000 worth of wares, while 10 copper, sheet iron and tinware concerns employed 28 men, paid \$10,440 in wages and produced \$37,982 worth of goods. New York then boasted of 92 tin and copper establishments, producing wares valued at \$757,184; while Philadelphia, St. Louis, Cincinnati, and New England tanners made tin and copper utensils for the trans-Allegheny and cis-Allegheny trade. In 1870 there were 4 brass foundries and 49 tin, copper and sheet iron ware shops. The former employed 114 hands, paid in wages \$68,020, and produced \$178,000; while the latter employed 443 hands, paid \$218,893 in wages, and produced \$803,976, or more than New York did in 1860. Cincinnati produced \$1,188,947 worth of tin, copper and sheet-iron utensils in 1870; New York 136, \$2,177,630. and St. Louis 127, \$2,079,147. New York, St. Louis and Cincinnati were literally the suppliers of the West for 25 years, Chicago being content with whatever trade came to her in this branch without solicitation. During the years of panic comparatively little progress was made here in this industry; for, in 1880, the stated product of 109 shops and 1,191 hands amounted to \$2,178,606; while Baltimore's 154 shops produced \$3,371,081; Boston's 94, \$1,055,472; New York's 177, \$3,063,501; Philadelphia's 272, \$2,660,969; St. Louis' 120, \$1,095,959, and San Francisco's 69, \$949,499. With all this Philadelphia produced \$1,369,151 from 38 brass casting concerns, and New York \$1,826,845 from 64 concerns; while Chicago's 19 brass establishments employed 580 hands and produced \$816,152 worth of wares. In 1890 there were 292 establishments devoted to tin, copper and sheet-iron wares in Chicago, 2,609 hands were employed, \$1,469,090 paid in wages, and \$5,332,354 worth of wares produced from \$2,590,224 worth of raw material. Within forty years this city became the leading producer of tanners' goods, casting the old manufacturing centers of such goods completely into the shade.

The tobacco, cigar and snuff industry was very slow in taking root here until recent years. In 1850 there were only 90 tobacco and cigar-making establishments in Illinois, being the fourteenth, according to number among the States, Pennsylvania being first with 3,041 establishments; New York second, with 2,745; Ohio, Maryland, Kentucky and Virginia following. In 1860 there was not in Chicago a tobacco house which merited the name of factory, though six cigar factories employed 22 hands and produced \$65,715 worth of cigars from \$12,285 worth of raw material and \$8,100 worth of labor. Philadelphia's 231 cigar factories showed an output valued at \$1,243,342, and New York's 162, \$1,114,451. In 1870 Chicago boasted of 10 tobacco factories employing 570 hands, paying in wages \$170,700 and producing \$1,514,374, and 101 cigar factories, employing 394 hands, paying \$164,507 in wages and producing goods valued at \$621,772. This was a decisive move forward. Baltimore, the same year, produced \$653,760 worth of tobacco and snuff, and \$1,070,873 of cigars; Brooklyn, \$4,036,912 of tobacco and snuff, and almost a million dollars' worth of cigars; Louisville, \$971,986 worth of tobacco and snuff, and \$251,348 worth of cigars; Cincinnati, \$774,073 worth of tobacco and \$1,378,484 worth of cigars; Detroit, \$1,011,743 worth of tobacco and snuff, and \$646,240 worth of tobacco and cigars; New York, \$3,904,881, tobacco and snuff, and 640 cigar factories, \$5,953,970; Philadelphia retained her standing of 1870; while St. Louis, with 36 factories, produced tobacco and snuff valued at \$7,620,940, and cigars, from 264 factories, valued at \$1,765,593. San Francisco's output of tobacco and cigars that year was valued at \$1,909,105. The value of chewing and smoking tobacco and snuff produced by the four Chicago factories in the year 1880 was \$1,387,598, and that of tobacco, cigars and cigarettes by 287 factories, was \$2,315,174. In the two branches 1,978 hands were steadily employed, who earned \$778,633, and used \$2,265,103 worth of raw material; while Baltimore produced in the two branches of the same industry, goods valued at \$3,082,438; Boston, \$524,283; Brooklyn, \$3,280,183; Cincinnati, \$4,275,887; Detroit, \$2,409,016; Milwaukee, \$1,813,787; New York, \$22,668,080; Philadelphia, \$3,118,295; St. Louis, \$5,702,762, and San Francisco, \$3,720,813. Chicago had taken fourth place among the cities named before the close of 1880 and improved her position in this industry by the summer of 1890, when her 8 tobacco and snuff concerns produced goods valued at \$1,436,272, and her 371 tobacco, cigar and cigarette factories, \$4,167,419. In the two branches she employed 3,015 hands, paid them \$1,620,927 in wages, and used \$2,307,829 worth of raw material. Her total product was valued at \$5,603,691, against Baltimore's \$5,906,333, Detroit's \$6,635,891, Louisville's \$6,613,268, New York's \$35,560,025, St. Louis' \$15,912,566, and San Francisco's \$2,792,795. Chicago fell to the sixth place in 1890, for many reasons, one of which was the periodical strike; another, the carelessness of manufacturers which permitted many abuses in the representation of goods, and another, the superior tactics of their competitors, who filled the market with all variety of smoking materials at prices which defied the high-priced

union labor employed in the Chicago factories. . To the layman it appears strange, indeed, that even in this industry, with the tobaccos of Virginia, Pennsylvania, Missouri, Kentucky, Wisconsin and other States brought within a day's distance of Chicago's factories, by an incomparable system of railroads, Chicago is not a closer competitor of New York than the Census figures make her. In this branch of her manufacture there is some radical wrong to be righted. At the close of October, 1894, the first exportation of cigars and tobaccos from Chicago to a foreign country was entered here by Schwartz & Co. and Tuckert & Son, the first shipping to Honolulu, and the second to South Africa.

A number of small things in the world of manufactures are only beginning to merit the attention of Chicago's enterprise. Of them the following statistics, abridged from the Census of 1890, are given: Artificial limbs, valued at \$25,000 were produced; awning, tents and sails, \$720,622; axle grease, \$290,000; babbitt metal and solder, \$69,680; fabric bags, \$825,000; baskets, rattan and willow ware, \$119,550; leather belting and hose, \$540,500; bicycles and tricycles, \$820,000; blacking, \$64,500; bottling, \$157,696; boxes for cigars, \$270,190; boxes, fancy and paper, \$946,668; boxes, packing, \$2,835,830 (showing an increase from \$1,883,073 in 1880); bridges, \$2,823,537 (showing an increase from \$1,974,000 in 1880); brooms and brushes, \$713,428; buttons, \$46,860; cheese, butter and condensed milk, \$21,115; coffins and undertakers' goods, \$1,087,332; cork cutting, \$205,400; corsets, \$243,987; mechanical dentistry, \$1,285,947; dyeing and cleaning, \$275,052; dyeing and finishing textiles, \$26,741; electrical apparatus and supplies, \$439,850; electroplating, \$177,951; envelopes, \$91,500; fancy articles, \$115,086; fertilizers, \$909,758; fire extinguishers, \$47,100; flavoring extracts, \$211,800; food preparations, \$1,125,193, against \$119,000 in 1880; fur goods, \$1,156,680; men's furnishing goods, \$1,938,510; galvanizing, \$421,000; gas and lamp fixtures, \$352,650; gas machines and meters, \$54,298; glass cutting, staining and ornamenting, \$817,666; gloves and mittens, \$367,525; gold and silver leaf and foil, \$135,312; hair work, \$307,300; hand stamps, \$91,620; house-furnishing goods, \$452,834; professional and scientific instruments, \$110,250; jewelry, \$873,000; labels and tags, \$50,460; lamps and reflectors, \$125,650 (a marked descent from \$1,051,346 in 1880); leather goods, \$410,797; lime and cement, \$358,194; lock and gunsmithing, \$172,123; mantels—slate, marbel and marbleized, \$582,260; mineral and soda waters, \$679,923; models and patterns, \$200,898; mucilage and paste, \$24,525; optical goods, \$183,000; photography, \$969,280; tobacco pipes, \$9,950; refrigerators, \$110,000; regalia and banners, \$186,000; rubber and elastic goods, \$173,950 (against \$35,600 in 1880); scales, \$85,000; silver-smithing, \$184,924; stamped ware, \$429,600; stationery goods, \$121,396; stencils and brands, \$114,150; surgical appliances, \$360,300; trunks and valises, \$383,700; umbrellas and canes, \$53,195; vault lights and ventilators, \$117,300; vinegar and cider, \$539,794; washing machines and wringers, \$112,254, and window shades, \$530,010.

The manufacture of bicycles and tricycles, unnoticed in 1880, claimed four estab-

lishments in 1890, producing wheels worth \$820,000. The manufacture of billiard tables in 1880 showed a product valued at \$665,400, against \$1,296,000 in 1890. Blacksmithing and wheelwrighting produced \$1,014,763 in 1880, by 264 establishments, and \$2,057,962 in 1890, by 478 establishments. Boot and shoe cut-stock, unnoticed in 1880, amounted to \$745,224 in 1890, and the boot and shoe uppers product was valued at \$77,533, against zero in 1880. The products of the 14 wooden packing-box factories in 1890 was valued at \$2,835,830, against \$1,883,073 in 1880. Bridge works showed a product valued at \$1,974,000 in 1880, against \$2,823,537 in 1890. Jewelry made an advance from \$192,004 in 1880, to \$873,000 in 1890, and in all departments marked increases were the rule, save in that of lamps and reflectors, dyeing and finishing textiles, and electrical apparatus and supplies. In marble and stone work the product of 51 concerns was valued at \$3,398,071 in 1890, against \$1,275,355 in 1880; while brick and stone masonry, valued at \$2,623,137 in 1880, increased to \$13,963,587 in 1890. Paper and paperhanging, valued at \$1,403,026 in 1880, amounted to \$4,932,627 in 1890; while paving and materials, valued at \$307,000 in 1880, increased to \$3,275,609 in 1890. Hosiery and knit goods claimed seven houses in 1880, producing \$300,557, and 19 houses in 1890 producing \$596,977. Watch, clock and jewelry repairing, valued at \$63,194 in 1880, was increased to \$605,903 by 1890; but the manufacture of watches and clocks was not recorded, though the Elgin and Rockford watch factories may be classed as Chicago industries. Other manufactures, aggregating \$14,023,958 as the value of output, were scattered through the city in 1890, but of them special statistics are not now obtainable.

The following table shows the twenty cities, the products of whose factories exceed \$50,000,000 annually, with the number of factories credited in the Census of 1890, the number of hands employed, the value of product and total wages paid:

	Establishments.	Hands.	Value of Product.	Wages.
Baltimore.....	5,265	83,745	\$141,723,599	\$ 35,914,854
Boston.....	7,942	90,805	210,936,616	55,125,872
Brooklyn.....	10,583	109,292	269,244,147	65,247,119
Buffalo.....	3,565	51,433	100,052,208	25,495,833
Chicago.....	9,977	210,366	664,567,923	123,955,001
Cincinnati.....	7,832	96,689	196,063,983	47,691,332
Cleveland.....	2,307	50,674	113,240,115	28,355,505
Detroit.....	1,746	38,178	77,351,546	18,900,309
Louisville.....	1,700	27,198	54,515,226	12,372,871
Milwaukee.....	2,879	43,423	97,503,951	20,646,717
Minneapolis.....	2,723	27,792	82,922,974	15,254,175
Newark, N. J.....	2,490	46,848	93,476,652	26,857,170
New York.....	25,403	354,291	777,222,721	230,102,167
Peoria, Ill.....	556	7,706	55,535,023	4,344,012
Philadelphia.....	18,166	260,264	557,234,446	135,917,021
Pittsburg.....	1,420	56,438	126,859,657	33,898,152
Providence, R. I.....	1,934	42,124	77,467,283	20,793,399
Rochester, N. Y.....	1,892	32,720	65,091,156	16,819,566
St. Louis, Mo.....	6,148	94,051	229,157,343	53,394,630
San Francisco.....	4,059	48,446	135,625,754	30,979,374

While Chicago was fourth in the number of establishments, she was third in the number of hands employed, third in the amount of wages paid, and second in the value of manufactured product. Her slaughtering and meat packing houses showed an output, in 1890, valued at \$203,825,092, or very near one-third of the value of all her manufactures. In the value of her productions, she equals the whole capacity of Pittsburg, Providence, Rochester, St. Louis and San Francisco; or of Baltimore, Boston, Brooklyn and Louisville; or of Buffalo, Cincinnati, Cleveland, Detroit, Milwaukee and Minneapolis; or Philadelphia, Peoria and Louisville.

The greatest produce and grain market in the world, the most enterprising city in the universe, is yet in the youth of her manufacturing life. Draw a line 700 miles west, 300 east, 500 miles north, and 500 south from Chicago, and imagine a tract of richest farm land within a circumference of over 3,140 miles, with its complement of iron, lead and coal, only partly developed; its railroad system unproportioned, and its great water ways and water powers only little utilized. What are its possibilities? Her most active advocate appears to have been modest in his calculations, for the Chicago of the future must not only continue to be an exporter of meats and grain, but she must also make her factories the producers of whatever goods New England or Europe may now supply to her salesmen. In the center of an imperial domain, she must be herself imperial in her producing capacity, as she is now in her marketing capacity. She must convert the raw material of the country between the Rocky mountains and the Alleghany mountains, into manufactured goods, use in her mills the cotton of Louisiana, and the raw silk of the Continent, turn the hides of the domestic and wild animals of her tributary region into boots, shoes and gloves; convert the wheat of the Northwest into flour, and do all this in such a manner that the beauty of the French or the solidity of the German and English goods cannot boast of greater excellence than the products of Chicago's artisans. She cannot monopolize the manufacturing interests of the whole Northwest; but it is within her possibilities to come as near doing so as it is within the possibilities of engineers to utilize the whole of Niagara's water power.

The principal manufacturing industries, such as meat-packing and iron mills, may be said to have grown up without the aid of enterprise, for the field was gradually cultivated before any great things were attempted. Again, capital, which gives life to enterprise, did not exist here. Panic and fire deferred the creation of local capital; the necessity to seek for moneys in Boston, Philadelphia and New York militated against Chicago's growth in manufactures and held her in that place where her earnings or capital had to be expended in the payment of debts. This condition is almost at an end, and thousands of our citizens are now the holders of their earnings. Capital, without which labor is well nigh useless, is being gathered here, and so soon as the social and political isms that disturb trade and commerce are drowned in the sea of American common sense, it will distribute itself in an industrial

form, which will exhibit the various manufactures we now consider great as only the beginnings of manufacturing greatness.

With her rapid gait, there is no reason why her 180 square miles should not have, in a not distant future, as dense a population as New York City had in 1890, or 46,686 persons to the square mile, with New York's proportion of manufacturing houses to inhabitants. Her railroad system—stretching out to sunny Mexico and California, Texas, Louisiana, Alabama and Florida, the Atlantic States and the Canadas, as well as the great Northwest—renders her the central distributing point of North America, and opens up to her manufacturing enterprise multitudinous opportunities. As surely as the immense region which Chicago's railroad builders have opened to her trade, develops, so surely must the city develop. With the evolution in trade must come the evolution in manufactures, until the brass works at Kenosha, the watch factory at Elgin and the rolling mills at Joliet are within the shadows of the smoke stacks of Chicago's manufacturing houses.



CHAPTER XII.

MANUFACTURING ENTERPRISES.

The McCormick Harvesting Works. The McCormick harvesting machine was introduced at a time when the eastern people looked toward the West and entered on that migratory movement which dotted the great prairie region from Central Ohio to the Mississippi with the cabins and with the civilization of the home-makers before the close of 1831. Forty years after, when the true settlement of the trans-Mississippi and Missouri country was commenced, the more perfect McCormick harvesting machines presented a means by which the immigrants could garner the produce of the fertile prairie and overcome in a great measure the difficulties of pioneership. They were the prairie stars of hope; for, with labor scarce, scattered, uncertain and expensive, the task of reaping the product of the seed which the husbandman sowed would prove onerous, and sometimes impossible, without a reaper. When Providence ordained that the great trans-Allegheny country should be settled by an industrial army, Providence also gave the means, and the railroad locomotive and the McCormick reaper appeared simultaneously, primitive, of course, in their beginnings, like the people they were brought to serve.

Glance at the history of harvesting machinery and witness through what difficulties its inventors passed in leading to its grandeur. The review is like a history of American development—it is like the story of civilization herself, replete as an instruction in public economy and pleasing as a novel. It tells much of all that one citizen of the United States accomplished toward raising the American agriculturist above his fellows and rendering his life tolerable and human.

In the first years of this century Robert McCormick was a farmer and the owner of saw and grist mills in Rockbridge County, Va. He was the recognized mechanic of a wide region in the Old Dominion, the inventor of a threshing machine, of a hydraulic hemp-breaking machine, and of many pieces of mill machinery. In 1815 he commenced, and in 1816 completed, a reaping machine, which was brought into his grain field that year only to prove its incapacity for the work required of it. Disappointed, he placed the reaper, on which he built such high hopes, aside, and for a term of fifteen years did not trouble his mind with it. Early in 1831 he had it taken from its hiding place and improved, but the result of a trial in the fields was too positive to warrant a further thought of rendering it practicable and he bequeathed the task to his son, Cyrus H. McCormick, then twenty-two years old.



C. H. McCormick

The abandoned invention attacked the grain like a squadron of cavalry. A great framework showed a number of fixed hooks in front, with perpendicular cylinders, to press the stems of the grain against and across the edges of the hooks, to carry it thence to the stubble side and cast it out to the binders in swaths. It was a precocious idea, too far in advance of the times and too full of importance to the world to be perfected in one season or in fifteen seasons. It was a living idea, however, which the son of the conceiver was born to follow up and render practicable for use in a time and country which would require the annihilation of time and the complete subjection of slavery in labor. It was a wonderful conception for that year of wonders, when Jackson—a man of the same racial extraction—drove away the British from the Gulf coast and insured peace within and without for the young country. The year 1831 did not pass over without the accomplishment of Robert McCormick's desire for labor-saving machinery on the farm. Cyrus H. McCormick had seen the summer suns of twenty-three years when he resolved to attempt the construction of a machine which would hold the little that was practicable in the reaper of 1816 and all that he believed to be necessary to make it a *sine qua non* on the farm. He invented the horizontal or lateral cutter, and abolished in a moment all the hopes which others had built up on the success of a vertical cutter. He gave to the world a machine, upon the principles of which every reaper and mower since manufactured had to be constructed—one, which from the moment of its completion, was a success.

In the fall of 1831 the reaper was worked with satisfactory results in an oat field at Walnut Grove, Va., and in 1832 fifty acres of wheat were cut by it. The Hillside plow was patented in 1831, and a self-sharpening horizontal plow in 1833. The machine was patented in 1834, and eleven years later the improvements made by him were patented. In 1845 he moved to Cincinnati, which was then the Chicago of the New World, and there invented other improvements, which were patented in 1847 and 1848. Meantime, machines were manufactured at Brockport, N. Y., under his patents, which won the admiration of the large farmers and encouraged the inventor to push the great work he accepted farther and farther westward. With that keen commercial intelligence which belongs to the property of few men, and particularly of few inventors, he looked farther West himself, and in 1847 settled at Chicago. Before the fall of 1848 there were no less than 700 of his reapers sold, and within the succeeding year 1,500 machines were produced and purchased from the workshops here. Year by year the industry has grown, following the nation in gigantic strides.

What was accomplished prior to and during the year 1849 toward the perfection of the reaper? In 1845 the McCormick Reaper was extensively advertised in the Eastern States; the inventor and manufacturer agreeing to sell the reaper at \$100, subject to its proving satisfactory on trial. The terms of payment were liberal, for only \$30 cash and a note for the balance, bearing 6 per cent. interest, were required of the purchaser. As described by Samuel J. Mills, in the Mt. Morris, N. Y., *Spectator*,

August 15, 1845, the machine did actually cut twenty-five acres of wheat in less than a day and a half, cleaner than the cradle or the sickle could cut it. It was drawn by two horses, driven by a boy, and attended by a man to rake, who sat on an attached seat and took the wheat off at the side, in gavels, ready for binding. The knife was sickle edged with horizontal action; the reel gathered the stems for cutting and lopped the cut over on the table for the raker. Many trials were made in 1845 and 1846, each one leading to the conclusion that one reaper was equal to fourteen cradles in heavy grain, and to ten cradles in light grain, confirming the opinions expressed by farmers who had tried them since 1842.

The Hand-Raking Reaper, as perfected in 1849, was a marvelous success. It was distinguished by a wooden cutter-bar, a straight-edged sickle and wooden pitman, easily repaired in all its parts; light, and low-priced, and capable of cutting from fifteen to twenty acres per day.

In 1845 the American Institute awarded the gold medal to Mr. McCormick, in recognition of the value of his invention. Two years after the selection of Chicago as the seat of machine manufacture, Leander J. McCormick joined his brother Cyrus H., and in 1850 William S. became a partner. The claims of the reaper were all vindicated and the nucleus of a great industry was planted firmly here. In 1851 the reaper was exhibited at the London (England) Exposition and was awarded the council medal. It won greater renown after trials on the farms of Mechi and Pusey, for the *London Times* which at first pronounced it a cross between "an Astley chariot, a wheelbarrow and a flying-machine," now made the *amende honorable* by declaring it to be "the most valuable article in the exhibition, and of sufficient value alone to pay the whole expense of the exhibition." A greater success waited on the McCormick Reaper and Mower, presented at the Exposition Internationale, at Paris, in 1855. There the gold medal was awarded and the declaration made, that on the McCormick invention all other grain-cutting machines are based, and that not one of the imitations equaled the original. In 1862 the British judges of the London Internationale Exposition voted the prize medal to the McCormicks; the competitions in Lancashire, England, some time later resulted in decisive victories for the McCormick machine, which were followed up at Lille, France, and Hamburg, Germany. In the report of the International jury of the Paris Exposition of 1867, made by Eugene Tisseraud, director-general of the imperial domains, it is written: "The man who has labored most in the general distribution, perfection and discovery of the first practical reaper is assuredly Mr. McCormick, of Illinois. It was in 1831 that this ingenious and persevering inventor constructed the first machines of this kind, rude and imperfect when first tried. In all the universal expositions the first prize has been awarded to this admirable implement, and at this time at Vincennes as at Touilleuse, under the most difficult conditions, its triumph has been complete. Equally as a benefactor of humanity and as a skillful mechanic, Mr. McCormick has been adjudged worthy of the highest distinction of the exposition."

A special trial of the reaper, made before Napoleon III., at the Imperial farm near Chalons, resulted in obtaining for the inventor the Cross of the Legion of Honor, and the degree conferring that coveted honor was signed by Napoleon January 4, 1868, and published January 9, that year. The Hungarian Exposition of 1869 rendered more honors, and in 1874 the Austrian Exposition jurors did homage to the American inventor. In the face of continued successes a Scotch paper, known as the *North British Agriculturalist*, claimed the honor of invention for a Scotch preacher named Bell, and, with most brazen effrontery, urged Scotchmen in Canada to discredit the American. In 1863 the claimant and his journalistic friends were cornered by the *Mark Lane Express*, of London, England, which denied their story and declared it to be concocted out of whole cloth. Such language, from such a journal as the *Express*, cleared up doubts, and the canny Scots were forced to cast away their claims, which national vanity upheld for a season. More serious claims, made before that of Bell, leads one to wonder that imitators in America and Europe did not push such claims to the extent of robbing the true inventor of all his patents and crushing his business.

A list of national recognitions tells of the progress in invention and manufacture. It is the bare record of such recognitions, without the golden medals or the enthusiasm of presentation, but so telling and forcible that it is a history in itself.

Grand Prize, Bronze Medal—World's Fair, London, England.....	1851
Highest Prize, Grand Gold Medal—Universal Exposition, Paris, France.....	1855
Grand Prize, Bronze Medal—International Exhibition, London, England.....	1862
Grand Gold Medal—International Exposition, Hamburg, Germany.....	1863
Grand Gold Medal—Universal Exposition, Paris, France.....	1867
Cross of the Legion of Honor—Universal Exposition, Vienna, Austria.....	1873
Two Bronze Medals—Centennial Exposition, United States.....	1876
Grand Gold Medal—Universal Exposition, Paris, France.....	1878
Special Gold Medal—French Minister of Agriculture, Universal Exposition, Paris, France.....	1878
Object of Art—Society of Agriculture, International Exhibition, Paris, France.	1878
Decoration of Officer of the Legion of Honor—Universal Exposition, Paris, France.....	1878
Gold Medal—Royal Agricultural Society, England. (Best wire sheaf binder.).	1878
Gold Medal—International Exposition, Melbourne, Victoria.....	1880
Gold Medal—Royal Agricultural Society, England. (Best twine sheaf binder.)	1881
Gold Medal—New Zealand International Exhibition, Christ Church.....	1882
Gold Medal and \$200 Prize—Grossetto International Field Trial, near Rome, Italy.....	1883
Medal—Southern Exposition, Louisville, Ky.....	1883

The honors won during the last decade are best described in the statistics of the factory, the ever increasing product of the factory and the fame of the machinery.

Who can picture Napoleon III., at Chalons, in 1867, on beholding the reaper complete the task allotted, offer to Cyrus H. McCormick, on the field, the Cross of the Legion, a prize for which a million of soldiers fought and one which very few received?

It was the enthusiasm of an emperor who could estimate the true value of the American's invention to the whole world. In 1859 the question of the validity of the patents, granted in 1834, was discussed before the commissioner of the Patent Office, and the rights of the McCormicks on them shown to be natural and equitable. The howls of the people against monopoly led to the perpetration of a great wrong, for the officials answered the howls of the mob by denying justice to the inventor. It was a communistic deal, which deprived a great benefactor of the human race of a chance to renew his patent and ultimately of a property which should have been his during life.

The action of the government, while far-reaching in its effects, did not injure materially the interests of the McCormicks. Their own efforts to accomplish great things and the second or sober sense of the public, resulted in extraordinary good for them; for the fame of their reapers was heralded throughout the world, and the enterprising farmer of all climes hoped to possess an implement so thoroughly discussed, and one for which a nation battled in all her courts of justice. Since that notorious denial to renew a patent was made, the McCormick machines have been carried into all countries, until now the sun never sets on their work, the reapers resting with the set of the Old-World sun and resuming work with the rise of the New.

The venerable hand-rake reaper of forty years ago is an historic implement. It bears the same relation to the modern reaper that the pioneer of the prairies does to the modern farmer; strong, tough, sharp, equal for emergencies, it was a fitting partner for the farmer of years gone by.

To-day the McCormick Harvester and Twine Binder is king of all farm implements. The Daisy, a single reaper, is queen. The McCormick Iron Mower, the McCormick Imperial Dropper and Mower, the McCormick Dropper and Mower Combined, are field marshals, which tend to elevate the army of agriculturists to the rank of cavalry and abolish marching and countermarching. Of the McCormick Harvesters and Twine Binders the company writes: "This machine may well be styled the king of harvesters, for it has from the beginning asserted and steadily maintained its supremacy over all others. The improvements of the new angle-iron cutter-bar, adjustable reel for picking up fallen or lodged grain, adjustable table for binding tall or short grain, always in the middle of the sheaf, and table trip, which prevents any choking of the binder in lodged or tangled grain, together with the other improvements of the past season, have satisfied and delighted every purchaser. Never, since we first engaged in this business, have we made a record that we are prouder of than that of 1883. Indeed, so remarkable and uniformly superior to all others has been the work of the McCormick, that we fail to see wherein any radical change could be made that would improve its cutting and binding, under any conceivable condition." This sentence was written under a strong sense of commercial honor, and is the very least which may be written on such an implement. Each of the others has been brought

to such perfection that no one can now conceive where an improvement can be introduced, or under what circumstances one may be considered necessary.

The McCormick Machine Works, located on Blue Island and Western Avenues, tell at once of an industry, world-wide in reputation. It is the heart of the world of agricultural machinery, where all the powers of invention and mechanics are applied to produce labor-savers; the apotheosis, if the word may be used, of that little workshop at Walnut Grove, Va., in 1831. The floor space is about forty acres, filled with men, machinery and material. Over 2,000 mechanics are employed, or two full regiments of skilled tradesmen. The force of unskilled men, salesmen, agents and clerks, if brought together, would equal three or four regiments, and all would form a brigade capable of turning from industry to war and back to industry. During the year ending August 1, 1890, no less than 16,800 tons of bar iron and steel, of a special quality, were used in the manufacture of machines, with 2,200 tons of sheet steel and 19,000 tons of castings. Shipping boxes, crates and the wood used in the machines required about 7,000,000 feet of lumber. During that year there were 10,782 freight cars handled at the works and 105,468 machines sold. The industry is a material part of Chicago. It is part and parcel of the city, owing less to the city than the city owes to it; leaping forward with great bounds, bringing blessings to the agriculturist and creating wealth within and without.

During the year ending August 1, 1891, 17,400 tons of special bar iron and steel, 2,400 tons of sheet steel and 21,000 tons of castings, besides over 8,000,000 feet of lumber, were used chiefly in boxing or crating machines for shipment. Very little wood, be it remembered, enters into the construction of the McCormick product—none, in fact, save that used in the tongue and possibly one or two minor parts, a portion so small that the McCormick harvesters and mowers are rightly termed "machines of steel." In further elaboration of the above figures, the company's books show that 13,671 cars of freight were handled by them last season, and that the number of machines sold reached the amazing total of 121,780.

The Latins of Pagan days realized the fact that man to man is a god if he understands and does his duty as a man. Twenty centuries have passed over since the Roman philosopher wrote: "*Homo homini deus, si officium sciat*," and to-day, regarding man as he did, the same sentence may be used in speaking of the late Cyrus H. McCormick, the inventor of machinery which revolutionized Agriculture as the steam engine did Commerce.

In the history of the McCormick inventions much has been written on the work of this one man, yet that much is little when compared with the history of one who has won honors from men that entered the lists with him as enemies of himself, of his inventions and of his country. Wherever the work of his genius was presented it carried off the honors and won from the civilized nations complete recognition of the master mind who conceived that work and carried it through to perfection.

Hence all the honor and the meaning of the words, Man to man is a god when he knows and does his duty.

Cyrus Hall McCormick was born at Walnut Grove, Rockbridge County, Va., February 15, 1809. There his parents, Robert and Mary Ann (Hall) McCormick, resided for years, and their parents, who came from Ireland about 1758, lived not a hundred miles away. Cyrus H. was the eldest of the eight children. Early in his youth he exhibited those traits of character—self reliance and progressiveness—which marked all his years. The farm, the saw mill, the grist mill and the blacksmith shop all belonging to his father, claimed, in turn, his attention, and for twenty-two years he directed his attention and energies to serve his father faithfully. In winter he was the most studious of the pupils attending the "old-field school," and in summer he was the earliest worker in the fields, generally beginning work at 5 o'clock in the morning and ending at sun-down. His Sundays were observed strictly in the Puritan, rather than in the Continental, fashion. He beheld the attempts of his father to perfect a reaping machine, but there is no record of a suggestion from the youth during all the years; nor did he show, by word or act, the sleeping genius in this direction, which would spring into activity the moment his father declared his own invention to be a failure. It is true that in 1824 he invented a grain cradle for himself, which enabled him to work alongside the most expert cradler in the field. Even before 1824, he produced several pieces of mill machinery. Early in 1831, the hillside plow was invented by him, to throw alternate furrows on the lower side, and, later that year, the plan for the self-sharpening horizontal plow was thought out by him and was patented two years later.

In the summer of that year he set out for the foundry, carrying with him the wooden pattern of a moldboard for his plow, to have it cast in metal. While *en route* thither he passed a wheat field just ripening, and studied, carefully, the arrangement of standing, lodged or tangled grain. Returning, he resumed the study of cutting such a field, and, conceiving a horizontal cutter moved by a crank attached to the end of a reciprocating blade, he at once entered on making the conception practical, and constructed the first reaper with his own hands. This machine was given a trial in a stubble field, near Walnut Grove, late in the fall of 1831, and, from the moment the rider on the rear horse urged the tandem team forward, the assembled farmers saw that henceforth the task of cutting the grain would prove easy, and that the days of the sickle, scythe and cradle were at an end. During the ensuing nine years many trials of the machine were made, each one a success. The inventor was not carried away by enthusiasm to plunge at once into their manufacture. He waited for the time when study would point out to him where improvements were needed, and how to make them. About 1836 he entered a partnership as an iron smelter, but the panic of the following year ruined this industry and left the owners minus all their savings, even the farm presented to Cyrus H. McCormick by his father being sold to meet his

share of the firm's indebtedness. It was a commercial lesson, terrible in the present; replete in grand results in the future. The shades of those days of 1837 had not passed away when the inventor, his father and his brothers, William S. and Leander J., began the manufacture of reapers within the workshop on the old farm at Walnut Grove. The sickles or six-foot knives were manufactured forty miles away and brought to the primitive factory by a horseman, where each was placed in a machine ready for delivery. This method of business was carried on until 1845. In 1844 a few machines were shipped by wagons to Richmond, Va., and thence by boat to Cincinnati *via* New Orleans. They were the first in the trans-Alleghany country, and won such a reputation that, in 1845, Cyrus H. moved to Cincinnati and established larger works.

In 1847 he established his factory at Chicago, and within the next few years the two brothers who shared in manufacturing the primitive machines at Walnut Grove joined him here, and that great firm was founded, to become a part of the Great West, as well as a builder-up of its grandeur. As early as 1858-59 the thinking men of the country realized the relation which the invention and manufacturing enterprise of the McCormicks had to the country. Reverdy Johnson stated that it was worth \$55,000,000 per annum to the country; William H. Seward stated with all his force, "The invention moved the line of civilization thirty miles westward every year," and the United States, speaking through her commissioner of patents, declared that the reaper was of such inestimable value to the people, it should be given to them, regardless of the rights of the inventor. This decision would crush a modern syndicate, but, in the face of it, the energy of the inventor and his brothers was brought into light; for from that day dates their most extraordinary victories in invention and trade. Within less than ten years Napoleon conferred upon Cyrus H. McCormick the Cross of the Legion of Honor, a prize zealously guarded and difficult to win. It was only a step in the ladder of fame, for the French Academy of Sciences elected him a corresponding member. His fame was born to endure and grow brighter. In his own land his name was on every lip; throughout the world it was echoed and re-echoed until now the barbarian is familiar with it. What may be written of Cyrus H. McCormick and his brothers, since 1871? In the fall of that year they saw their great works reduced to ashes, the great business blocks they had erected heaps of blackened brick, and their homes destroyed. Like their efforts after the panic of 1837, or the patent office decision of 1859, they proved how gold may stand the fire; for they were among the first to rebuild and the first to build high and wide. Like Chicago, still, they grew beyond all calculation, added glories to Chicago enterprise, honored Chicago trade methods, and as employers and manufacturers and merchants accomplished greater things in that day than the world hitherto dreamed of. Cyrus H. McCormick married, in 1858, Miss Nettie, daughter of Melzar Fowler, of Clayton Jefferson County, N. Y., a woman of high intelligence and remarkable mental power. To them were born five children, namely: Cyrus H. (now president of the McCormick Harvesting Machine Company), Harold, Stanley, Virginia and Anita (now Mrs. Emmons Blaine).

In 1859 his donation to the Presbyterian body assumed large proportions. His proposition to endow the chairs in a Presbyterian Theological Seminary, and, further, to give \$100,000 on condition that the seminary should be located at or near Chicago, was accepted by the General Assembly of the Presbyterian Church, in session at Indianapolis, Ind. During the following years his donations to this institution were liberal, amounting to over \$400,000. From Virginia to Nebraska his munificent gifts to Presbyterian Colleges are memorialized by "McCormick Halls," and "McCormick Medals." In 1872 he became owner of *The Interior*, a denominational newspaper published here in the interest of the Presbyterian Church, of which himself was the brightest ornament. So far as example and munificence may serve an organized body, so far did his services to his church go, and, to him, in great measure, must be credited its present standing in the West. His gifts to other institutions, though unrecorded, were numerous and always respectable.

His life work brought him nearer to his God, and when he died, in 1884, it left the name of a man, great in everything, stamped indelibly on the hearts of a people. He was the most useful citizen the United States produced in this century.

Col. Arthur L. Conger. So full of possibilities to the ambitious American boy are the advantages of industry and liberty in the United States that it now no longer excites wonder to learn that a citizen of immense wealth, abundant leisure and high social and professional prominence was once the child of poor pioneer parents, clad in homespun, inured to rigid self-denial and daily familiar with hard work, often insufficiently fed and clad and forced to assume the burdensome responsibilities of life on his own account long before he had attained, either mentally or physically, the stature of a man. This fact, and it is a fact, is one of the most gratifying and encouraging in our entire social system; because it proves that true merit may, without hindrance, reach the top, where it rightfully belongs. But what a field such splendid possibilities open up to industry and genius! The highest trophies of honor and renown can be won by any aspiring youth, with ability enough to see his opportunity and courage enough to grasp it. Examples are not wanting, and the most conspicuous come from the farms and the shops.

Such men as Col. A. L. Conger can not, in youth, be kept down by iron fortune, nor, upon reaching man's estate, can their expansive energies of mind and body be confined to geographical or industrial limits. It is not surprising, then, to learn that, while yet a child, his first wages were 10 cents per day, in a stove foundry, and a little later 25 cents, in a flouring mill, and still later, after he had become larger and stronger, on a farm and brick yard, \$15 per month. Even this steady promotion proves the presence of necessity and persistence, two indispensable requirements for great success. His early youth was passed at his native place, Boston, Summit County, Ohio, where his parents had moved from St. Albans, Vt., in 1831. They were of sturdy New England ancestry, and to them life was a struggle and in earnest, and so their children were



A. L. Conger

trained to labor while still young, and were given correct and practical ideas of duty and existence. As a boy he engaged in various occupations—in any honorable employment to earn money and assist his parents, and thus his early years were passed until he engaged in his first substantial business venture. While yet a boy he associated himself with another neighboring boy and purchased a canal boat, which the two continued to operate for several years on the Ohio canal, which extended through his native town. While thus engaged he learned many useful lessons in that best of all schools—experience. Succeeding this venture he began teaching school, and was thus occupied when the country was plunged into the horrors of civil war.

Col. Conger's military record is one of unusual brilliance and merit, and deserves to be particularly noticed. He left the school-room to enlist as a private in Company G, One Hundred and Fifteenth, O. V. I., and upon the organization of his company was elected second lieutenant, and was soon afterward, for meritorious service, promoted to first lieutenant. Thus he continued until near the close of the war, when he was placed at the head of his company, and from this position was honorably discharged from service in July, 1865. One of the most notable facts connected with his military career, is that he was often selected for some special service requiring unusual foresight and skill or high executive ability. He was for some time acting adjutant of his regiment; served as acting assistant adjutant-general on the staff of Brig.-Gen. Jacob Ammon; was provost marshal under Gen. J. D. Cox; was assistant inspector of railroad defenses of the Department of the Cumberland, under Gen. George H. Thomas, a position requiring marked executive ability and great mental grasp. The details of this important and responsible position were administered with such skill, intelligence and promptitude as to commend him to the personal attention of Gen. Thomas, whose congratulatory letters, as well as those of many other distinguished officers, he now has in his possession. He thus for some time had charge of the office of the railroad defenses of the Department of the Cumberland, located at Nashville, Tenn., under the immediate charge of Maj. James R. Willett, of the First United States Veteran Volunteer Engineers, to whom commissioned officers of that branch of service of the department made their reports. Upon the termination of the war he resumed the pursuits of civil life.

Soon after his return he was elected treasurer of Summit County, and was re-elected for the second term. He also served as treasurer of the City of Akron, secretary of the Board of Education, president of the Business Men's Club of Akron, together with responsible official positions of minor importance, all proving the esteem in which he was held and the confidence reposed in him by his fellow citizens. He early espoused the cause of the Republican party, in advancing the principles of which he took deep interest. Imbued with strong principles of justice, blessed with a mind of keen discrimination, sustained by a fine and magnetic presence, and possessing a rare and dignified cordiality, he was singularly gifted for an active, useful and

prominent career in the fascinating but uncertain field of politics. He has been an active and valuable member of Republican committees of the State for the past twenty years and has done as much as any other man to place the State permanently in the ranks of his party. He served three times as chairman of the State Republican Committee and eight years as one of the National Republican Executive Committee. At all times he has contributed liberally of his means, time and wide experience to the advancement of the principles of the Republican party, many times declining the honor of public office. In recent years he has made a profound study of economic questions of national importance, and is considered a just and discriminating critic of many of the most subtle and eluding branches of the tariff and financial problems. In November, 1893, *The Mail and Express*, of New York, aware of his knowledge of the subject, solicited his opinion of the effect likely to result to American laborers from the passage of the Wilson bill. His reply was full of pithy points and stubborn facts for the Republicans, was widely quoted and endorsed, and is one of the chief reasons why he is now regarded not only as one of the most intelligent manufacturers of the United States, but as one of the ablest and most practical of its financiers and politicians.

His success as a business man has been even more pronounced than his success as a soldier and as a politician. It is usually the case that men excel in one branch of endeavor and not in many; because, ordinarily, individuals are single-minded instead of myriad-minded, and, therefore, follow one pursuit to the exclusion of others. It is the exception rather than the rule to find a man who has made a success of several important pursuits, but Col. Conger is one of them. Whether as a manufacturer, a soldier, a politician, an executive, a financier, an orator, an organizer, a writer, or a critic, he has shown himself equally able and brilliant, not to mention his investigations, interest and success in the domains of art, science and social ethics. It is doubtful if there are many men in the country as versatile and broad-gauged as Col. Conger. He commenced his active business career in 1870, as a traveling salesman for the Whitman & Miles Manufacturing Company. This company had plants located at Fitchburg, Mass., and Akron, Ohio. He was soon elected director in the company and a little later its vice-president. The Whitman & Miles Company were the first house in the world to make a specialty of the manufacture of mower knives, reaper sickles and sections, having commenced business in 1850, when mowing and reaping machines were first being successfully manufactured in this country, and that company with their successors have always taken and successfully maintained the leading position in the trade. In 1877 the company perfected a consolidation with George Barnes & Co., of Syracuse, N. Y., forming what is now known as the Whitman & Barnes Manufacturing Company. The Fitchburg factory was closed with this consolidation, and for several years business was handled from the Akron and Syracuse factories; but, with their rapidly increasing business, the company established a plant at St.

Catharines, Ontario, and later a plant at Canton, Ohio. They then began to extend their business by the manufacture of other specialties used so largely in the agricultural trade of this and other countries. Some years since, this company, desiring to do its business as largely as possible direct with consumers, established their own branch houses in Boston, New York, Philadelphia, Cincinnati, Chicago, Kansas City, San Francisco, London and Paris. From these branch houses they are able to supply the demands for their goods from every part of the world. Owing to the rapidity with which their trade has increased for the past few years, the company was compelled to largely increase their capacity. They purchased twenty acres at West Pullman, Ill., between One Hundred and Nineteenth and One Hundred and Twentieth Streets, upon which to erect their fifth plant. The buildings erected already cover about ten acres, having over 200,000 square feet of floor space. All the buildings were built of Marion (Ind.) red brick, of which over 5,000,000 were used in the construction. The wood work throughout the factory was built on the mill construction plan, recommended by fire underwriters of the present period as being the safest used. The steam power consists of five 200-horse-power Stirling water tube boilers. Engines: One 500-horse-power Cross compound (Allis-Corliss); one 250-horse-power (Allis-Corliss); one 300-horse-power Cross compound (Ball & Wood) directly connected to the multo-polar generator for supplying electric power to part of the works; one 100-horse-power (Ball & Wood) connected with the multo-polar generator for supplying 1,000 incandescent electric lights for illuminating the plant. This factory is equipped for the largest mowing machine knife plant in the world, also the largest wrench manufactory, with ample capacity for other specialties that the company think of manufacturing in the future. It is the intention of the company to extend the plant as business increases, erecting new buildings, etc.

The Whitman & Barnes Company are noted among the trade throughout the world for the high standard and superior quality of the various lines of goods they manufacture. Several years since they commenced the manufacture of twist drills, and the thirty years' experience they have had in handling and tempering the higher grades of steel enable them to make a superior drill, so that to-day they are taking the leading position in the manufacture of this valuable article, and now have a strong demand for these goods throughout this and every other country. In the manufacture of wrenches, in three years' time, they have taken the lead in the trade, and are turning out more than any other manufacturer of this line of goods.

The company has one of the best selling organizations that has ever been formed in this or any other country. The directors of this company are A. L. Conger, I. C. Alden, C. E. Sheldon, K. B. Conger, of Akron, Ohio; Geo. A. Barnes, of Canton, Ohio; William H. Gifford, Frank H. Hiscock, George E. Dana, W. W. Cox, of Syracuse, N. Y. It is officered as follows: A. L. Conger, president; William H. Gifford, chairman; Geo. E. Dana, vice-president; C. E. Sheldon, general manager; I. C. Alden,

treasurer; W. W. Cox, assistant treasurer; James Barnes, secretary; Frank H. Hiscock, general counsel.

Col. Conger is also president of the Diamond Plate Glass Company, operating next to the largest plants in the world in the manufacture of plate glass at Kokomo and Elwood, Ind.; also president of the Hartford City Glass Company, Ind., one of the largest plants in existence, for the manufacture of window glass by the tank process; president of the Akron Steam Forge Company, with plants at Akron, Ohio, and Elwood, Ind., and president of the American Tin Plate Company, of Elwood, Ind., which is the largest plant of its kind in America. He is also president of several other corporations and a director in numerous others of Akron's industries.

He is a member of the Protestant Episcopal Church, and vestryman of St. Paul's Church, Akron, Ohio. He takes an active interest in all benevolent work, and is president of the Union Charity Association of Akron, Ohio. He has strong social proclivities, is a witty and entertaining conversationalist, has an imposing presence, and an engaging and magnetic manner, and is the life of the refined social circle in which he moves. Amid his accustomed hard work he finds time to be affable and companionable. Upon reaching maturity he was happily married to Miss Emily Bronson, daughter of H. V. Bronson, of Peninsula, Summit County, Ohio, whose father, Hiram Bronson, was one of the original partners of the syndicate which purchased the Western Reserve. Their children are Kenyon B. Conger, who is associated in business with his father; Arthur L. Conger, Jr., who is studying at Harvard University for the ministry in the Episcopal Church; Erastus Irving (deceased) and Latham H. Mrs. Conger is a lady of rare attainments and high executive ability. When her husband was treasurer of his county she officiated as his deputy, and in many other ways has proved her culture and her intellectual power. The beautiful home in which the family reside at Akron was planned by her, and evinces exceptional taste in the lines of domestic economy and decorative art. It is one of the most beautiful, artistic and sumptuous houses in Ohio, and was named "Irving Place," in remembrance of the deceased son.

In 1882 Col. Conger was elected to the command of the Eighth Regiment of Ohio National Guards, and held the position for eight years, when he resigned. The most notable service performed by that regiment while under his command was in holding the position of honor at the public square of Cleveland, Ohio, during the funeral obsequies of President Garfield, and of holding an excited mob of nearly 10,000 in check, at Ashland, Ohio, in 1885, at the execution of Horn and Griffin, without firing a shot, or the loss of life. In this trying scene, the coolness displayed by Col. Conger prevented a scene of bloodshed and horror. He received the highest praise from Gov. Hoadly, Adj.-Gen. E. B. Finley, and the officials of that county for gallant services on that day. Col. Conger has always taken an active part in the work of the Grand Army of the Republic, and was department commander of Ohio in 1886. He is a member of the Ohio Commandery of the Loyal Legion.



E. H. Gammon



Plano Manufacturing Company. The three important steps in the development of modern grain harvesting machines—the introduction and use of the reaper, of the harvester, and of the binder—were all taken during the past fifty years. Of the pioneers and promoters of the first epoch, that of the reaper, only some half dozen remain. Prominent among them were the men who founded the enterprises which grew into the Plano Manufacturing Company. Plano lays first claim to the maternity of the first really practical twine binder. In 1863 the old Marsh harvester was built there by Lewis Steward, C. W. Marsh and others. Successive changes resulted in the evolution from these works, in 1881, of the Plano Manufacturing Company, which came into being as the successor of Gammon & Deering. Under the able management of Mr. W. H. Jones, president, E. H. Gammon, vice-president, and L. B. Wood, secretary and treasurer, who were among its projectors and organizers, this enterprise has had a growth which would appear almost miraculous, were the general influences which have been conducive to it to be overlooked, chief of which may be deemed the energetic yet conservative methods by which its advancement has been promoted and regulated, and among them the excellent machinery manufactured by this company, its popularity with the trade, and the rapid settlement and improvement of the wide West, may be regarded as most important. The company uses only the best materials, and every implement that leaves its factory bears its guarantee. The old Plano shops had suffered from various business changes and fires, and they were so fire-scarred and dismantled when the new organization took possession of them that only 250 harvesters and binders could be gotten out for the harvest of 1881. But these machines were eminently satisfactory. The output for 1891, just a decade later, was 47,535 machines, which found a ready market in both hemispheres. For lightness of draft, perfect action, honest construction and durability, the Plano Manufacturing Company have for years challenged competition to produce an equal to the "Light-running Plano." Farmers who have used it will use no other, and claim that it is to-day the king of the harvest field. Aside from its harvester, the company manufactures the celebrated Jones mower and a hay rake, both of which it has been unable to supply the demand for this year, although the works have been crowded to their fullest capacity, day and night. The factory and depository are magnificent stone structures, covering eight acres of land, located alongside the C. B. & Q. tracks. In them 600 skilled workmen find steady and remunerative employment, the pay-roll of the company aggregates \$25,000 per month, and in its every detail the vast business is constantly growing.

This huge factory is a community in itself, where employer and employee live in good feeling and unbroken harmony and the genuine blessings it confers can be realized only by those who live within the shadow of its great walls, and under its present management the possibilities of its future are immeasurable. Until recently the officers of this concern were, W. H. Jones, president; E. H. Gammon,

vice-president; L. B. Wood, secretary and treasurer. Upon the death of Mr. Gammon, in 1891, J. P. Prindle succeeded to the vice-presidency. A business such as this is so vast that to dwell upon its details is unprofitable, and to record one by one the interesting events in its history would require a volume devoted to it exclusively. It is concerning the men who have made it, the personalities that it represents, that this article is intended more particularly to impart information, for behind every great enterprise above and beyond it, are the men who have inspired it with commercial life, nurtured it in its infancy, pushed it forward against obstacles which would have beaten weaker men back, and placed it higher than others of its kind.

It has often been remarked as a strange, if not significant, coincidence, that the harvester with which William H. Jones was to be so long and so intimately identified, was invented in 1857, the same year in which he came to America from Wales, in which country he was born, being the son of a farmer in comfortable circumstances as compared with others of his class in that rugged country. The father was a thorough and persistent worker and a good farm manager, and from him the son inherited and learned habits of industry and a sturdy self-reliance that made it seem safe to him to assume the task of his own support at the tender age of thirteen years. He located in Columbia County, Wis., and began work on a farm, and through various changes and improvements in circumstances, continued farming until the spring of 1866. At that time he entered the agricultural machine trade as agent for the Dodge reapers and Champion mowers, at Berlin, Wis. In 1868 he became traveling agent and salesman for L. J. Bush & Co., of Milwaukee, with whom he remained until 1870, when he engaged to travel for E. H. Gammon, who was then, and had been for several years, manufacturing and selling the Marsh harvester, at that time the only machine of the class upon the market. Some time after, Mr. Deering became connected with the firm, and Mr. Jones continued with Gammon & Deering as their general traveling salesman and supervisor of agencies, until the dissolution of that firm and the retirement of Mr. Gammon in the fall of 1879. He remained with Mr. Deering until 1881, when, in connection with Mr. Gammon, Lewis Steward and others, who had been previously interested in the harvester works at Plano, Ill., he organized the Plano Manufacturing Company, of which he became president and executive officer. To assume the supreme charge of such a concern, Mr. Jones was peculiarly fitted by his wide experience and knowledge in this line, as well as by his sturdy personal force. He had been continuously in the field and among the agents for many years. He had represented the first harvester, and had witnessed the birth and growth of others as each had contended for public favor, and knew their strong and weak points. He had assisted at the introduction of the first automatic binders, and in placing them, improved and perfected, upon the market. He had, with Gammon & Deering, and afterward with Mr. Deering, aided in the introduction and contributed to the final triumph of the Appleby binder; and probably no man knew as well as he what were



Wm H Jones

the essentials of a thoroughly satisfactory harvesting machine to users in the field, and in the construction of the original Plano harvester and binder he made practical operative qualities paramount, and mechanical science subservient to their production, and ruled out peremptorily every device or suggestion that did not have, in his opinion, that end in view.

In the fall of 1877 Mr. Jones, having become impressed with the advantages of the location and the rapid growth of the city, opened at Minneapolis a wholesale implement house, which has been doing a large business since. He has various interests outside of the harvester business, but as it is with the latter that he has made his distinctive mark in the world, reference to the others will be unnecessary. Mr. Jones was married in 1867 to Miss Elizabeth Owens, and they are the parents of three boys. As a business man he is noted for his quick grasp and ready comprehension of questions at issue, and particularly for his prompt, decisive action. He demands his own rights, but is ever ready to yield what belongs to another. He has a warm heart for his friends and a bold front for his foes, but beneath a somewhat stern exterior he hides strong, sympathetic feelings and generous impulses.

Elijah H. Gammon, now deceased, who was vice-president of the Plano Manufacturing Company, was born in what is now the town of Lexington, Me., December 23, 1819, and died at his home in Batavia, Ill., July 3, 1891. His father was a farmer of limited means, and young Gammon undertook not only to support himself but to acquire an education, and this double purpose imposed upon him the necessity of working days and studying nights, or whenever opportunity offered. At seventeen he united with the Methodist Episcopal Church, and at nineteen he was teaching school and preparing himself for the ministry. In 1843, when he was twenty-four years old, he married Miss Sarah J. Cutler, of Wilton, Me., where, having united with the Maine Conference, he was stationed at \$100 per year. He continued preaching in that part of the country until 1851, when, having contracted a bronchial affection, which necessitated his removal to a more genial region, he decided to make Illinois his future home, and came West that year, locating in Ross Grove, DeKalb County, and opening a private school. In 1852 he united with the Rock River Conference of the Methodist Episcopal Church, and was stationed at St. Charles. In 1853 he was sent to the Jefferson Street Church, Chicago. In 1854 he went to Batavia as pastor of the new Methodist Episcopal Church, then just completed, and in 1855 was appointed presiding elder of the St. Charles district, and continued in charge of the same until 1858, when a return of his old bronchial trouble confined him to his bed for a long time. Upon his partial recovery he was unable to take up his ministerial work again and was placed on the superannuated list, which relation he sustained until his death. When he came to Illinois his family consisted of his wife and two daughters, Abbie K. and Sarah M. During the year 1855 occurred the death of his wife, who was buried at Batavia. In May, 1856, he married Mrs. Jane C. Colton, who survives him.

In September, 1857, Charles Wesley Gammon, his first and only son, was born, who died of typhoid fever while at school at Worcester, Mass., aged nineteen. His daughters, Mrs. J. S. Harvey and Mrs. Dr. Fred Huse, died in early womanhood, and his step-son, an unusually bright and interesting boy, whom he loved as his own, was killed by a street-car in Chicago many years ago. In 1859 Mr. Gammon connected himself with Newton & Co., of Batavia, to introduce the Palmer & Williams self-raking reaper in the West, and the firm manufactured and put out a considerable number of these then popular machines. The partnership expiring in 1861, Mr. Gammon came to Chicago and formed a partnership with J. D. Easter, under the firm name of Easter & Gammon, and until 1864 they handled Ball's Ohio reapers and mowers and threshing machines for the Northwest. It was about this time that the Marsh brothers were struggling to introduce their harvester, the original machine of the class, and were assisted by Mr. Steward, of Plano, Ill., building in a little shop there a few harvesters with which to test, in the hands of farmers, the practicability of the new system of harvesting. Easter & Gammon met these machines at trials and on farms, and saw (what others in the business could not or would not see) the great advance that had been made and the revolution in harvesting that could be effected, provided the new machines were properly put upon the market. But it is doubtful that they would have committed themselves to the undertaking had they foreseen the terrible struggle that lay between the introduction and the successful establishment of this innovation. However, they obtained an exclusive license on the Marsh harvester for six Western States, and they took the lead in the contest for supremacy, and in the end the harvester principle triumphed. Then followed the historic steps in machine development, in which Mr. Gammon was a pioneer and chief promoter. In 1868 Easter & Gammon dissolved partnership and divided between them the territory held under the Marsh patents. Mr. Gammon then took James P. Prindle as partner, and the firm of Gammon & Prindle continued the business of making and selling harvesters and dealing in other farm machinery.

In 1869 Mr. Gammon acquired an interest in the Plano shops with the Marshes and Stewards, and early in 1870, Mr. Prindle having retired, Wm. Deering, a capitalist of Maine, became connected with the business, and the famous firm of Gammon & Deering was established. This concern continued operations with increased activity until the fall of 1879, and had meantime become sole owners of the Plano plant, and had greatly enlarged the sales of the Marsh harvesters, and had successfully introduced practical wire binders and the Appleby twine binder. At that time the Marsh license expired and Mr. Gammon sold out to Mr. Deering, though he had in fact withdrawn from active participation in the business in 1878, and had been resting or traveling in this and foreign countries since. In 1880 Mr. Deering removed his works to their present site in Chicago, and during the following year Mr. Gammon, in connection with Wm. H. Jones and others, established the Plano Manufacturing Company.

Besides his valuable interests in the Plano Manufacturing Company and in his bank, Mr. Gammon was a heavy investor in other western enterprises and on the Pacific coast. His gifts to various benevolent and educational enterprises of the Methodist Church were on such a magnificent scale as to place him among the foremost of her liberal sons. Centenary M. E. Church, Chicago, has largely been indebted to his counsel and generosity, and to the liberality of Mr. Gammon and Capt. D. C. Newton the Methodist Church in Batavia owes its beautiful structure. Mr. Gammon made some handsome gifts to the Maine Wesleyan Seminary and to Garret Biblical Institute, of which latter school he was trustee for twenty years. The crowning benevolence of his life, however, was the founding and endowment of the Gammon Theological Seminary, an institution for the education of preachers for the colored race, with some \$200,000, besides building the college, a very good fire-proof library and five or six fine cottages to serve as four homes for the professors, at a cost of over \$100,000. By his will the institution gained some \$500,000 additional. This large generosity causes Mr. Gammon's name to be revered by a whole race. Mr. Gammon was modest and unassuming, and indisposed to attract attention either to his success in business or to his deeds of charity, and from him few would have learned how important his relation to the harvester trade had been, or how much he had done for the poor and lowly. He was a man of excellent business judgment, prudent, though not timid, and honorable, though careful of his own interests. By his death the harvester fraternity lost a prominent member, the church a liberal supporter, and the community a most worthy citizen.

James P. Prindle, who upon the death of Mr. Gammon, succeeded him to the vice-presidency of the company, was born at Bennington, Wyoming County, N. Y., March 9, 1841, and came to Batavia, Ill., in the fall of 1855, when he was fourteen years old. He attended school during the winter months of 1855-56, and in the summer of 1856, found employment in Chicago with Cutler, Ball & Taylor, a firm afterward known as Cutler, Huse & Co. During the winter of 1856-57 he was a student at the Batavia Institute. Early in 1857 he re-entered the employ of Cutler, Ball & Taylor, and remained with them until early in the fall, when he went to Nebraska, and entered some Government land near the present site of Nebraska City. Here we have an example of the boys who were at that time educating themselves and giving themselves a start in the world, bold, determined, self-reliant boys, willing to work for the advantages which they saw other boys possess by inheritance, destined by sheer force of character to succeed in the face of all opposition, and to push to the front in one important branch of enterprise or another. Such were the boys who developed into men now known the world over as typical Chicagoans. Young Prindle had laid the foundation of a good education at the outlay of means won with his own hands and brain, and he had, at the age of sixteen, become a landed proprietor and obtained the nucleus of what he hoped was to be his fortune. He remained in

Nebraska about a year, thus securing the claim, and then returned to Illinois, and in the winter of 1858-59, completed his education at Clark, now Jennings Seminary, Aurora. He taught school at Warrenville, Du Page County, during the winters of 1859-60 and 1860-61, and at the outbreak of the war, in 1861, he enlisted in Company D, Fifty-second Illinois Volunteers and served about a year in the army, when he was obliged to return home on account of sickness.

In the spring of 1863 he entered the employ of Easter & Gammon, then located on West Lake Street, Chicago. Here he was soon recognized as a very hard and efficient worker, both in the office and in the field, and nothing ever lagged when "James," as he was called, put his shoulder to the wheel; for he always looked ahead, never backward. After Easter & Gammon dissolved partnership, Mr. Gammon took Mr. Prindle as a partner, and the firm of Gammon & Prindle continued the manufacture and sale of harvesters and general farm machinery about two years, at the end of which time Mr. Prindle associated himself with A. E. Bishop for the manufacture of farm and freight wagons. In January, 1874, Mr. Prindle withdrew from the firm of Bishop & Prindle and purchased an interest in the Newton Wagon Company, Batavia, and has since been its general superintendent. A warm friendship, based on the greatest confidence, born of a long intimacy, existed between Mr. Prindle and Mr. Gammon, and at the death of the latter Mr. Prindle was made one of the executors of his estate. His fitness for the important position in the Plano Manufacturing Company, to which he succeeded Mr. Gammon, is assured by his long practical experience in this line of business, his strict integrity, great industry and perseverance. He was married September 24, 1867, to Mary A. Cornell, of Evanston, and has two sons and one daughter living. Since his youth he has been a prominent worker in the Methodist Church and Sunday-school.

Leroy B. Wood, secretary and treasurer of the Plano Manufacturing Company, was born in DeKalb County, Ill., November 8, 1856. He grew up on a farm, and his time in his earlier years was divided between his duties as a farm hand and his attendance at the district schools, where he received the rudiments of an ordinary English education. Later he entered the Illinois State Normal University, then located at Bloomington, Ill., where he began a course of study calculated to fit him for teaching, a profession or a business career. His scholastic course was not unattended, however, by those numerous hindrances which the aspiring youth of limited means encounters while striving for an education. His studies were frequently interrupted, and he was forced to earn, by hard labor, the means with which to pay his way, but he was determined and persevering, and graduated in June, 1876. He at once went to Plano, Ill., where he had been employed before graduating, and began working as an ordinary laborer at \$1.50 a day, for the firm of Gammon & Deering. It was soon discovered by his employers that he was possessed of a good education and a desire to rise, and he was soon promoted to office work, and in the fall of 1878 he was given



H. C. Staver

charge of the Plano works, which position he successfully filled until the Plano Manufacturing Company was organized, and he was made its secretary and treasurer, which office he has since held. Blessed with great mental and physical vigor, possessed of an indomitable will, shrewd, farseeing, experienced and conservative, with an intimate knowledge of both the manufacture of and trade in the products of the company, he has been a valuable aid in building the concern up to its present important position in the manufacturing and commercial world. Fifteen years of his life has he given to this business, in which he labors with a zeal amounting to enthusiasm; and in striving for its success, he has assured his own. Few poor boys from the farm attain to such prominence in so brief a time, yet such are the materials from which, through all the history of American enterprise, has been developed the class that has built up large interests and large cities. Mr. Wood is also a director of the company.

Andrew J. McCormick, superintendent of agencies for the Plano Manufacturing Company, also one of the directors, was born in Milwaukee, Wis., August 27, 1845. He was assistant general freight agent at Milwaukee for the Chicago, Milwaukee & St. Paul Railroad Company for a number of years and resigned the position in 1883 to accept the one he now so ably fills. He not only has charge of and looks after the interests of the company in the hands of its army of agents, but attends to making the freight rates with the different railroad companies for the shipment of machines. His twenty-three years of experience in the freight business affords him special knowledge which renders his services invaluable in this department, the fact that he knows just how and when to make a freight rate with a railroad company being of no small importance. Mr. McCormick is a companionable man of the most charitable impulses. He has charge of some 2,000 agents, and while obliged to consider the interests of the company in all matters in dispute, he is popular with all of them.

The superintendent, Mr. G. H. Carver, is a shrewd man of affairs, and a fine organizer, who looks after the manufacturing details of the Plano Company's mammoth factory with a marked devotion and ability that has much to do with its great success.

The Staver & Abbott Manufacturing Company. The H. C. Staver Manufacturing Company was established September 1, 1884, as the Staver Implement Company. It was originally organized by H. C. Staver, W. H. Swarthout and F. H. McAdow, for a general jobbing business, and was started in a small building on Canal Street. The business rapidly increased, until the little jobbing house developed into one of huge capacity, with a retail store and a carriage factory as accessories, the wholesale business located at 15 to 19 West Lake Street, the retail store at Van Buren Street and Wabash Avenue, the factory at Sacramento and Carroll Avenues. In the spring of 1888 the stock of the company was increased from \$30,000 to \$100,000, and Col. Lowe Emerson and J. H. Parvis, of Cincinnati, became interested. January 1, 1889, the name of the concern was changed to the H. C. Staver Manufacturing Company, and

the Staver road cart was added to its line of manufacture. With large shops, newly constructed on modern plans and equipped with the best machinery and facilities, with superior lines of goods to make, and 150 men employed, the concern was in a flourishing condition, able to supply and satisfy the heavy trade it had established. The success of the concern, though rapid, was regular, and was the result of tireless energy and of capable and honest business methods. On November 1, 1890, this concern was consolidated with the Abbott Buggy Company, under the name of the Staver & Abbott Manufacturing Company. The Abbott Buggy Company was organized in 1881, with a capital of \$150,000. The officers were A. A. Abbott, president; C. H. Bunker, secretary and treasurer. At that time the company located its factory at the corner of State and Twentieth Streets, where the business was quartered for five years, and was then moved to Seventy-sixth and Wallace Streets, Auburn Park, where the company purchased six acres of ground, on which it built the extensive plant now utilized by the Staver & Abbott Manufacturing Company. In 1883 the company's capital was increased to \$230,000. When it consolidated with the H. C. Staver Manufacturing Company, in 1890, the plant was valued at \$250,000, and it carried a stock which inventoried at \$300,000. The Abbott concern was engaged in the manufacture of fine carriages and all kinds of light road wagons for city and country use.

It had in its employ about 300 men, and its manufacturing plant was as complete as any of its class in the country. The success which this company won was the result of the application of honorable business methods in connection with that quality of energy and enterprise which has come to be known the world over as "Chicago pluck." The Staver & Abbott Manufacturing Company was established on November 1, 1890, by the consolidation of the Abbott Buggy Company and the H. C. Staver Manufacturing Company. Its officers are H. C. Staver, president and treasurer; A. A. Abbott, vice-president, and F. H. McAdow, secretary.

The company manufactures and deals in a full line of feed mills and powers combined, sweep and tread-powers, feed cutters, corn shellers, wood saws, seeders, end-gates, and other specialties, and is prepared to furnish fifty different styles and grades of buggies from the cheapest to the finest, besides nearly as many more specialties in buggies which it manufactures exclusively; twenty-five different styles and grades of phaetons; twenty-five different styles and grades of surreys and two-seated phaetons; jump-seat buggies, spring wagons and carts in great variety, and a full and complete line of farm wagons; and it makes a specialty of supplying vehicles in car-load lots. This company also has manufactured for its trade more than fifty different styles of express work, consisting of open and top express and delivery wagons and trucks of every variety and style, and any style of work that it does not manufacture for which there is any demand; is headquarters for vehicles of every description; and it carries a full line of machine and hand-made harness of its own manufacture, together with all trapping connected with a carriage repository. Among the company's specialties in the

way of machinery may be mentioned the Staver Buckeye Feed Mill, the Staver Buckeye Cob Mill, the New Buckeye Mill and Horse-Power Combined, the Buckeye Horse-Power and Little Buckeye Mill, the Big "S" Power Mill, the Jupiter Corn and Cob Mill, the Champion Power Mill, the New York Tread Power, the Ross Feed Cutters, the Buckeye Circular Sawing Machines, the Staver Common Sense saw, the Staver Slide Table Saw, the "Eclipse" Broadcast Seeder, the Prairie-King Broadcast Seeder, the Dutton Knife Grinder, Clark's Cutaway Harrow, the Staver End-Gate, and the Staver Tank Heater. The imposing building occupied by this company at 381, 383 and 385 Wabash Avenue is one of the best appointed and most extensive warehouses of its kind in the city, and its manufacturing plant at Sixty-seventh and Wallace Streets is one of the largest in the country, as well as one of the most comprehensive and most thoroughly equipped. Did not this article contain some extended mention of the moving spirits of this great concern, the men who conceived this important enterprise and built it up to its present proportions, it would be manifestly incomplete.

Henry C. Staver, president of the Staver & Abbott Manufacturing Company, was born in Logansville, Clinton County, Penn., in 1844. When he was ten years old, his parents located on a farm in Greene County, Wis. Here he lived the life of a farmer boy common to those pioneer days, with an occasional winter term at school. When he was sixteen years old, his father purchased a threshing machine, and Henry, who had already shown some ability in handling machinery, was put in charge of it, and operated it successfully and profitably until he left the farm. At the age of twenty-one, Mr. Staver experienced a desire to leave the farm and launch out for himself. To think was to act—a characteristic that has followed him through life—and in 1865 he went to Warren, Ill., to begin for himself. He met there an agent for an Eastern firm who was selling a patent clothes-line, and at once engaged with him to sell the line on commission. This venture, while it was successful, ended in disaster. In the next two months the commission on his sales amounted to about \$120. The agent had looked after the collections on these sales, made them promptly, and one day left the country, and among his unpaid bills was the commission due Mr. Staver. The latter was left without money and a two month's board bill staring him in the face, but he soon secured active but not lucrative employment, and went to work with a will. While thus engaged he one day noticed some men trying, unsuccessfully, to put together a reaper, in front of the warehouse of an implement dealer of the town. After watching them a few minutes, he remarked that he could set up that machine. After some conversation with him, the dealer said: "If you can set it up, go ahead." The opportunities at the farm had not been wasted, and the machine was soon in position. The dealer then inquired what he would work for, and the reply was, "I will work for my board until you can see what I can do." The arrangement was at once completed, and Mr. Staver remained with him for the next five months', acting as salesman among the farmers. When the season closed the dealer gave him \$200 for the five months' work, besides

crediting to his account \$67.50 that had been advanced to help him along—an evidence not only that his work was successful, but that it was appreciated. This experience decided Mr. Staver to continue in the implement business, and, going to Monroe, Wis., he engaged with a well-known implement house at that place, at that time making a strong run on harvesters, and as field man and salesman he was unusually successful, not only with the harvesters, but with a full line of goods, manifesting then that capacity as a salesman that has since distinguished him. He remained with the concern until the spring of 1871, when the firm of Staver Bros. was organized, with headquarters at Monroe.

In the fall of that year their business was consolidated with that of Mr. John Harper, under the title of Harper & Staver Bros., and in that form was conducted until 1874, at which time Mr. Staver withdrew and connected himself with the Adams & French Harvester Company, of Sandwich, Ill., as field and trial expert. This was before automatic binders had been brought out, except experimentally, and competition raged fiercely during that season between rival manufacturers and representatives. Mr. Staver proved himself a "foeman worthy of the steel" of the sharpest competitor in the field, and added greatly to his reputation as a successful salesman and manager. In the fall of 1875, he became half owner of the Kansas City Implement Company, at Kansas City, Mo., and the ownership and connection lasted until 1879, when he sold out his interest and moved to Racine, Wis., where he was secretary of the J. I. Case Plow Company, until the failure of the company in 1884, when Mr. Case purchased the plant and placed Mr. Staver in charge as manager. This was a flattering indorsement of his capabilities, and he held the position until the establishment of the Staver Implement Company. The prosperous issue of Mr. Staver's efforts has been due to his energy, faith in himself, and whatever he represents or undertakes—in fine, to his peculiar adaptation to the machine trade. His varied experience in handling all kinds of implements, both in the field and in the trade, has given him a clearness of judgment as to the practical value of machinery that is rarely equaled. Mr. Staver is a member of the Harvard and Union League Clubs.

A. A. Abbott, vice-president of the Staver & Abbott Manufacturing Company, is a son of Samuel G. Abbott, a pioneer of Dane County, Wis., and was born in that county in 1846. His father was a prominent man in many ways, and was at one time the representative of his county in the Wisconsin legislature. He located in the Badger State in 1842, and was conspicuously identified with its early civilization and its leading interests. At this time he is a stockholder in the Staver & Abbott Manufacturing Company. Mr. Abbott passed his youth in his native county, and was educated at the Wisconsin University and at the Michigan University. He came to Chicago in 1871, and was engaged, successfully, in the implement business until 1881, when the Abbott Buggy Company was organized, of which he was president, and the success of which was due in no small degree to his business ability and commercial

integrity. Mr. Abbott has devoted his time too closely to the interests of the large concerns with which he has been so prominently identified to take any leading part in politics, or to accept any public office; but he is not without an influence in local affairs, and socially he ranks with the most popular men in the city, as is evidenced by the fact that he has been elected president of the Harvard Club.

F. H. McAdow, secretary and treasurer of the Staver & Abbott Manufacturing Company, was born in Adams County, Ohio, in 1851, and educated in the excellent schools of that State, and finished his schooling at the St. Louis High School, where he was compelled to work his way, and thus gained a good business education by his own personal endeavors. When yet a young man, he entered upon his business career in Chicago as a bookkeeper. Withdrawing from that position, he removed to Racine, Wis., where he was connected with the Racine Hardware Company, in a responsible capacity, until the organization of the H. C. Staver Manufacturing Company, when he was made its secretary. He was married, after taking up his residence in Chicago, to a lady of Racine. His long connection with first-class enterprises and his sterling character and notable capacity for extensive transactions combine to make him one of the most successful men in his line, and have contributed not a little toward the development and greatness of the Staver & Abbott Manufacturing Company.

Deering Manufacturing Company. Exulting Greece has her marbled beauties that enchant the world; Rome the colossal ruins of her faded greatness, and Egypt her mighty pyramids, standing like faithful sentinels of the centuries; but Chicago is the only city on the earth that has, or ever had, a manufacturing establishment with the facilities and capacity for making a truly wonderful and complete self-binding grain harvester in forty-five seconds. The plant chosen for inspection is the Deering Harvester Works, the largest institution of the kind in the world, and one that clearly represents the mighty push and progress of Chicago and the West, and strikingly illustrates the wonderful achievements of the inventor's mind. The works are located at the corner of Clybourn and Fullerton Avenues, about four miles from the court house, and are reached by the Chicago & Northwestern and the Chicago, Milwaukee & St. Paul Railways, and boats on the North Branch of the Chicago River. The plant occupies 41 acres of ground, and the buildings have a floor area of 50 acres. The principal departments are the machine shop, blacksmith shop, knife, bar and sickle department, wood-working, paint shop, pattern rooms, drop forging, malleable iron works, gray iron works, wheel works, bolt and nut works, lumber yard, chemical laboratory, erecting department, printing office, twine works for the manufacture of binder twine. In these various departments are employed about 3,000 workmen. The receiving of materials and the shipping of completed machines make the warehouse tracks and the dock busy places. During the past year 16,756 cars of freight, in and out, have been handled. The shipping facilities are such that 75 car loads can be put out from the warehouse each day. During the past year large quantities of

repairs and supplies have been shipped to the 5,500 agencies for the machines in the United States.

During the year just closing the plant has received 15,250,000 feet of lumber. All the pine lumber used for boxing and creating the machines is bought by the ship-load in the northern pineries and is landed at the company's dock and stored for use without being rehandled. Thirty-three ship loads of over 300,000 feet each have been received this year. The oak and ash lumber used in the construction of the machines comes from Southern Missouri, Kentucky, Tennessee and Mississippi. Much of the lumber must be well seasoned before it can be used, and a large stock is always on hand. The amount of iron and bar steel used during the past year was 21,700 tons; pig iron for gray iron castings, 15,000 tons; pig iron for malleable iron works, 9,000 tons, making a total of 45,700 tons of iron and steel. Ninety-five cars of oils, exclusive of fuel oils, and 4,500 tons of coke have been used during the year. The coal used by the plant comes from Indiana, Ohio and Pennsylvania, the annual consumption being about 33,000 tons. Cotton duck is quite an important item in the construction of a harvester; \$150,000 worth has been used by this institution the past year. It comes from cotton mills situated along the Atlantic coast and in Alabama and Mississippi. Among the incoming freight are also strange looking mineral substances and strange smelling vegetable productions. They are imported crude gums and materials from which the establishment makes all its own varnishes. Everything that permits of such a test is tried in the laboratory of the plant, samples of all pig iron received being carefully treated to chemical analysis. When Longfellow wrote:

"Under a spreading chestnut tree,
The village smithy stands:
The smith, a mighty man is he,
With large and sinewy hands;
And the muscles of his brawny arms
Are strong as iron bands."

it was probably not deemed necessary to have a chemical laboratory connected with the blacksmith shop. But a change has come over everything since those days, and nowhere else is it more marked than in the methods employed in fashioning iron.

In preparing machines for shipment the various parts for twenty of them are placed in racks arranged for the purpose. Then they are boxed one at a time, and, if in boxing the twentieth, there is found to be one piece lacking or too many, all the other boxes are carefully gone over again. In this way every machine is shipped perfect. They are sent to Australia, New Zealand, South America and all over Europe. There are thirty-eight branch houses and 5,500 agencies all controlled from the Chicago office. At the former are kept complete lines of repairs. The harvester plant under consideration is the only one that manufactures its own binder twine, and this branch of the business alone is an immense concern, the sales for the past year amounting to over 12,000 tons. The twine averages about 550 feet to the pound;

that is equal to about 3,000,000 miles of string, which would girdle the globe 120 times. Twine is made from manila, sisal, New Zealand and American (or Kentucky) hems, and Indian jute. Manila is the fibre of a species of slow-growing banana and is imported from Manila, a port of the Philippine Islands. Sisal is a fiber from the henequen plant, and is grown almost exclusively in Yucatan. New Zealand hemp is a kind of grass fiber from New Zealand, as its name indicates. Kentucky hemp is a domestic production and was successfully grown in Illinois and Minnesota in 1890, and can no doubt be successfully grown in all the Western states. An acre of well cultivated fibre should produce upward of 1,000 pounds of cleaned fiber. William Deering & Co., successfully raised several hundred acres of this hemp during the season of 1890 in Cook County, some of it within three miles of their harvester factory and within the city limits of Chicago.

The motive power of the Deering works consists of several 300-horse-power engines, most of which are fed by the shavings and waste from the woodworking department. Through the whole establishment every precaution is taken to prevent the spread of a fire. Two fine Worthington fire pumps, that throw ten 1¼-inch streams, are in the main works, and another of the same size is located at the twine factory. There are seven hose carts, seven complements of ladders and a volunteer fire company of 335 members. There are automatic sprinklers, stand-pipes, fire-buckets and fire-plugs in every department, and the men are all trained to a thorough system of signals. In two minutes after an alarm from any part of the plant ten streams of water could be turned upon any point. The plant is lighted by two systems, the Edison incandescent and the arc light. The foundries are lighted by the latter method, while 2,500 incandescent lights are in the other departments. Five dynamos are used to generate the luminant. In the main office are 150 book-keepers and clerks and ten stenographers. Every department is connected with the central office by electric annunciators. The plant comprises a thoroughly equipped printing office for the company's small work. *The Deering Farm Journal* is issued monthly, and 75,000 copies are mailed to farmers. The annual catalogue is printed in seven languages, and requires sixteen carloads of book paper.

During some months of the year the company advertises in 1,200 newspapers and issues many books and pamphlets. The institution has a patent office department containing all reports pertaining to binding machines and binding twine. Three draughtsmen are employed in making drawings of new devices and improvements for the patent office. William Deering, the head of this great establishment, was born at Paris, Oxford County, Me., April 25, 1826, of which town his parents, James and Eliza (Moore) Deering were old residents. He was educated at the then well-known school of Readfield; but plans for further education were interfered with by the need of his assistance in a woolen mill in which his father was interested. From 1843 to the present time Mr. Deering has been actively engaged in his business, and has

successfully built up, or assisted in building up, four large and successful business enterprises; one being the wholesale and commission dry goods house of Deering, Milliken & Co., of Portland, Me., Boston, Mass., and New York., all conducted under that name. The Deering works, which were established in 1860, are now among the largest agricultural works in the world. The founder of this immense plant continues to direct actively its operations, ably assisted by his two sons, Charles W. and James E. Deering. In the career of William Deering it is shown that a man whose course in life has been such as to command, in a marked manner, the esteem and confidence of his fellow men, is a teacher of methods and a teacher of humanity. Upright in his dealings, generous and public-spirited, he has exerted a wholesome influence in this city, having been foremost in furthering the welfare of the city in every way that becomes a good citizen. A man of remarkable vitality, he has passed all the years of a long life engrossed in the work which his busy brain and hands have found for him to do, and he still, at the advanced age of sixty-five years, prosecutes with unflagging interest, these same pursuits. Mr. Deering, having been trained in the practical affairs of life, is unostentatious in manner, pointed in conversation, short and direct in his business methods and matter-of-fact in all things.

James Deering, the second son of Wm. Deering, was born in 1859, and was educated at the University at Evanston and at the Boston (Mass.) Institute of Technology. Since 1880 he has been connected with the company as treasurer and general manager. He is a Republican.

Charles Deering, who is secretary of the company, was born in 1852 and was educated at the United States Naval Academy, at Annapolis, and served in the navy until 1880. Since 1880 he has been secretary of the company. He was married in 1876 to Miss Anna Case of Newport, R. I., who died soon afterward, leaving him one child. In 1883 he was married to Miss Marion Whipple, of Governor's Island, N. Y. They have three children. The other children of Wm. Deering are Chas. W. C. Deering, Roger, Marion and Barbara.

William D. Ewart. When Washington, after the Revolution, left Boston and came, with some of his officers, down the Ohio, where the white blossoms on the banks suggested to him the name of the Buckeye State, Capt. William Dana and his wife, Mary Bancroft, were of the company. They landed at Point Harmar. From this sprang the Ohio Colony, Marietta being the pioneer city of the then Great West.

Their grand-daughter, Grace Dana, here married Thomas West Ewart—of Scotch-Irish descent, of a family to this day in the service of the Queen,—a lawyer, who was active in framing the permanent Constitution of Ohio, and was well known throughout the State. The youngest of their six children, William Dana Ewart, the subject of this sketch, was born April 24, 1850, at Marietta.

He early developed a natural aptitude for mechanics. He was educated at Marietta College, but, not having a strong constitution, was obliged to leave before com-



Goodspeed Brothers, Phila.

William D. Ewart

pleting his course, and went to the West. There, at Belle Plaine, Iowa, in the center of the then great granary of the West, he was established in business for himself at the age of seventeen—a business in machinery for agriculture, which was afterward so highly developed. While engaged in designing a harvesting machine for an Illinois manufacturing house, he invented detachable link-belting.

In the fall of 1874, at the first Interstate Exposition at Chicago after the great fire, this machine, with its link-belt, was first shown to the public. The interest taken by all manufacturers of out-of-door machinery in this detachable link-belting, which was not affected by the elements and was so ready of repair, caused an immediate and large demand for it, and led the inventor to associate with himself manufacturers of malleable iron, and devote himself to adapting this to the use of all agricultural machinery. It at once enabled the self-binding harvesters, which had then been invented in many forms, to become useful, saving the hordes of laborers from their annual tramp from the South to the North as the harvest advanced, and insuring the safe gathering in of the grains as they matured.

With his associates thus formed he organized the Ewart Manufacturing Company, with John C. Coonley as president during the remainder of his life. He was succeeded by Alfred A. Pope, of Cleveland, Ohio. Other life associates are John H. Whittemore and Bronson B. Tuttle, of Connecticut, pioneers in malleable iron making; a product which is distinctively American, and from which link-belting has usually been made. The forms of link-belting which he had then designed were exhibited at the Centennial of 1876, at Philadelphia, where they received a special medal of award, bearing the inscription, "Ingenuity, Efficiency and Utility."

The invention won immediate recognition from all foreign manufacturers, and a large demand for it soon sprang up. This led to the establishment of manufactories of link-belting at Ottawa, Ont., and Derby, England, and to agencies in all prominent European cities.

It is one of the first products that Chicago has ever manufactured and shipped direct to India, South Africa, Japan, and almost every civilized country of the globe; while the patterns have been developed to the extent of several hundreds of numbers and sizes variously adapted to all classes of machinery. It is an interesting fact in this connection that, during the life of the Ewart patent on link-belting, over six hundred patents were issued to other inventors, and over four hundred registered applications were in the patent office, the mind of the mechanical world having been turned so largely to the subject of link-belting; and yet, now that the patent has expired, the original designs of Mr. Ewart are almost universally employed, to the exclusion of other more recent inventions, and the make of his own companies still holds superior rank and patronage over others. But the field of usefulness, and the demands upon his time in applying link-belting, broke down his health in 1878, when, after two years in Colorado, he was able to return to business.

Affairs of the Ewart Manufacturing Company were prospering. Realizing the demands which were arising from the handling of the products of the mine, lumber, and other such materials, he organized in 1880 the Link-Belt Machinery Company, for supplying the machinery to be used with link-belting in elevating and conveying all such materials, and as president of the company, devoted himself to inventions of machinery of this class. This led to the building of a similar manufactory in Philadelphia a few years later—The Link-Belt Engineering Company—and to the associating with himself of a younger set of business men and engineers trained in the school of practical experience.

The growth of these businesses and the number of skilled men required in the different branches led him to turn his attention to the organization and business management of various manufacturing companies for a term of years, during which the companies were uniformly successful.

In 1892 he retired from the presidency of four such companies, still retaining his connection with several of the strongest manufacturing interests centering about Chicago, now acting in an advisory capacity, and entertaining himself in mechanical inventions for the advancement of general interests.

He has surrounded himself with associates for life, prosperous in their various departments and coöperating in the various organizations, so that the companies, through his influence, have been associated with each other in an unusual combination of business and friendship.

Mr. Ewart was one of the early directors of the Union League Club and is connected with various social organizations of the city. He is also a member of the American Society of Mechanical Engineers and the American Institute of Mining Engineers.

In 1872 he married Susan A. Hart, daughter of Samuel Hart, an early settler in Iowa, from New York. They have one daughter, Grace Elizabeth Ewart.

As to his personal qualities, expressions in a recent letter from one of his associates, James Mapes Dodge, of Philadelphia, will suffice: "Your life has been one of so much benefit to others that it's only fair you should enjoy it yourself. * * * * I miss your counsel and advice all the time, and know full well how valuable your suggestions are to us. As time goes on and I meet mechanics and business men, I am impressed with their lack of keen insight into problems as they come up, and respect your abilities all the more. If you had been blessed with a body equal to your mind, no one I know would have made a more active fight in life's battle. I am mindful of your uniform kindness to me, your appreciation of my efforts, and the absolute fairness of your dealing with us all. * * * * Remember that you have hosts of friends hoping for your recovery."

Edward A. Turner. Edward A. Turner, president of the Link-Belt Machinery Company, Thirty-ninth Street, corner of Stewart Avenue, is a native of the old and

historic city, Marietta, Ohio, and was born August 27, 1849. His father, Samuel R. Turner, was born at Montville, Conn., in 1813. In 1846 he removed to Parkersburg, Va. (now West Virginia), and in 1848 to Marietta, where he has since resided. In a business point of view his life has been that of a dry goods merchant. He is one of the leading and most highly respected citizens of that portion of Ohio. The mother of Edward A. Turner is Hannah (Potter) Turner, born at New London, Conn., in 1817.

As a boy, Edward A. Turner attended the public schools of Marietta, Ohio, and later was a student at Marietta College. For a year after leaving college he was assistant teller in the Marietta bank. At seventeen years of age, he went to Cincinnati, Ohio, and for a year was employed as a clerk in a dry goods store. He then went to New York, where he remained until 1872, when he removed to St. Louis. A year and a half later he returned to New York, where he resided until 1878, when he came to Chicago and established a branch of the Eagleton Manufacturing Company.

In the winter of 1880, in conjunction with W. D. Ewart and Frank I. Pearce, he organized the Link-Belt Machinery Company, of which he was secretary and treasurer until 1887, when he went to Philadelphia and established an auxiliary to the Link-Belt Companies under the name of the Dodge Cold Storage Company, and for four years he was at the head of that business in the old "City of Brotherly Love," pushing it forward to a good success.

Mr. Turner came back to Chicago in the fall of 1892, and in November of that year was elected president of the Link-Belt Machinery Company. He is a man of enterprise, fully abreast of the times, well versed in affairs, and one of Chicago's representative citizens. His popularity is co-extensive with his acquaintance. In politics he is an ardent Republican. He has been a member of the Union League Club since 1880, is a member of the Chicago Athletic Association, and was one of the founders of the Indiana Club. His marriage with Miss Amelia Haigh, of New York City, occurred in 1872. They have four daughters: Grace, Louise, Gertrude and Fanny.

Chicago Brass Company. The great works at Elgin are not the only ones to be credited to Mr. Avery. His enterprise has been carried beyond the lines of Cook County to raise up the industrial and material interests of the sister State. He gave to Kenosha, Wis., an industry as foreign to the ideas of Western manufacturers in 1886 as that at Elgin was twenty years before, and brought to the doors of Chicago workers in ornamental iron, the very material they had formerly to order in Connecticut or in Europe. He did more than this; for the works at Kenosha produced brass, copper, German silver, aluminum and bronze in every form, from organ reeds to boiler bottoms, in quantities to meet all demands of the manufacturers.

The Chicago Brass Company was organized and incorporated in 1886, and opened the works at Kenosha, January 20, 1887. The projector saw that the time was ripe

for such an enterprise, and a magnificent success rewarded his judgment. He raised a beautiful pastoral village into an important manufacturing center in a little while; for, round the brass works, a number of manufacturing industries sprung up, finding in them a supply depot for the material which they, in turn, would convert into merchantable wares. Looking through Connecticut spectacles, the enterprise of Mr. Avery and his Chicago friends appeared to have plucked the feathers of the old Commonwealth and to have transferred to the lake country the very interests on which her glory rested. There was room for all. In reality, the East profited, for, coming Westward, her ideas extended, and, returning, she put the acquired knowledge into practice and entered into friendly competition with her giant offspring beyond Lake Michigan.

The plant of the Chicago Brass Company covers an area of twenty acres. The original buildings, erected in 1886-87, are now hidden away among modern structures, and the original machinery, extraordinary in 1887, is dwarfed by the modern additions. The whole concern sprung up like a mushroom, grew like an oak, spread out its branches to the four winds and suggested other industries to feed it as they feed upon it. The present buildings are fifteen in number. In 1887 its products sought Eastern markets and the heart of competition with the parent industries. Now, in the shadow of the new works, a market is found for a large portion of the product, while the whole country regards it as the leading manufactory in its line. The capital stock is \$100,000, but no less than \$500,000 are invested in this business.

The company supplies manufacturers with rolled sheet-brass and sheet-copper, its nearest and only Western competitor being at Detroit. Together with the sheet-brass and copper named, there are manufactured here German silver, gold bronze, rolled embossing metals, aluminum pure and alloyed, aluminum bronze, organ reeds and boards, all special alloys and many specialties. The manufacture of organ reeds and boards was suggested by the demand of western organ builders. The special machinery found in this department, designed by members and employes of the company, affords even a more interesting study than the idea in which originated this branch of the industry.

The zinc used in the works is supplied by the mines of Illinois and Missouri, and the copper by the mines of the Upper Peninsula of Michigan. Prior to the establishment of the Kenosha industry, both metals had to be shipped Eastward and returned in rolled sheets. The presence of works near the zinc and copper mines and within fifty miles of the greatest railroad center in the world, abolished for ever this waste of time and money, placed before the consumer an equally good and better product at a lower price, built up a great workshop in the West, and brought from the Eastern States, and even from Europe, a body of skilled workmen.

The general offices of the company, at 76 Monroe Street, Chicago, are in charge of Frank M. Avery, the general manager of the works. Thomas M. Avery is presi-

dent of the company; E. D. Tuttle, vice-president and superintendent of works, and Frank J. Tuttle, manager of the sales department.

Frank M. Avery is a native of Chicago, born here in 1863, and educated in our schools. In 1881 he accompanied his brother, Charles O. Avery, to Colorado, and was engaged in mining at Gothic, Gunnison County, until 1886, when he returned to Chicago and became a central figure in the great manufactory at Kenosha.

E. D. Tuttle, who, for almost a quarter of a century, was connected with the Scoville Manufacturing Company, of Waterbury, Conn., has been connected with the Kenosha works since their establishment. He is a man of force and superior business ability, who has done much to transplant the industries of the East in the West and to suggest the establishment of kindred industries round the parent works at Kenosha. Frank J. Tuttle, his son, is also a director of the company, and, as has been already stated, is in charge of the department of sales.

Chicago is a child of enterprise rather than of circumstances. This brief sketch shows what one man, Thomas M. Avery, has accomplished, and leads one to think of the possibilities of the future. In these volumes stories of most extraordinary enterprises are told. Great capitalists are seen joined with the mechanic or the inventor, and, in several instances, the latter have become capitalists, with vast sums invested in life and health-giving industry rather than in sleepy, depraving United States bonds. It is this principle that has raised Chicago to its present position. It is 'a principle, comparatively young, which will raise it to be the first city in the world, and in that time, when her trade and commerce will remember these good citizens, the names of men connected with the industries at Elgin and Kenosha must certainly find mention in granite or in aluminum as well as in history. They are the true builders of cities.

The Elgin National Watch Company. It has been stated by some ancient writer that the power to dare everything always belonged to painters and to poets, but the statement never had application west of the Alleghenies. The industry at Elgin confirms this fact. The poet might possibly raise a palace on the banks of Fox River, but prudence and business ability would be required to sustain it. These are not his attributes. It remained for business men to deck the location, in which there is poetry, with something more useful and noble than a palace, and to give to the Chicago district a grand industry, foreign to all preconceived ideas of the people of 1864, which would endure and grow and lend progress to all around it.

In treating on the town of Pullman and on the McCormick Harvesting Works, the relation of such manufacturing establishments to labor has been explained; but this Elgin manufactory opens up for consideration a branch of trade, a system of business, a class of labor and a treatment of labor scarcely suggested by the immense concerns named. Look back to the beginning of the Elgin National Watch Company. History tells how it was made to blossom with success, *The Keystone* of August, 1890, speaks of it thus:

"Twenty-six years ago Patton S. Bartlett and Ira G. Blake, employes of the American Watch Company, of Waltham, paid a visit to Chicago, and while there conceived the idea of starting a great watch factory in the inviting fields of the growing West. They formed the acquaintance of J. C. Adams, of Elgin, a practical watchmaker, who became enthused with the idea. After some effort a company was formed August 27, 1864, under the name of 'The National Watch Company' of Chicago, Ill., with a capital stock of \$100,000. Through the influence of Benjamin W. Raymond and George B. Adams, the location of the factory was offered to Elgin, on condition that a tract of thirty-one acres of land be deeded to the company, and \$25,000 worth of stock be subscribed by the city. After efforts to comply with these conditions had failed, four of Elgin's citizens stepped to the front and fulfilled the requirements. They were S. Wilcox, W. T. Pease, H. Sherman and B. F. Lawrence. Thirteen of the original thirty-five acres, lying south of the factory, were set apart, and an acre lot was given by the company to each of the original seven Waltham men who came West in 1865, namely, Messrs. Hunter, Moseley, Hoyt, Bartlett, Mason, Hartwell and Bigelow.

"The incorporators of the 'National Watch Company' were Benj. W. Raymond, Howard Z. Culver, Thos. S. Dickerson, Geo. M. Wheeler, Philo Carpenter, W. Robbins and Edw. H. Williams. In September, 1864, Mr. Wheeler and Mr. Adams went East to secure competent men to help start the factory on a practical basis. They were fortunate in securing Messrs. George Hunter, the present superintendent, to take charge of the machine department; John K. Bigelow, now in California, to take the foremanship of the train department; P. S. Bartlett, now a retail and wholesale jeweler in Elgin, to superintend the plate and screw department; Otis Hoyt, now dead, as assistant to Mr. Bigelow; Chas. E. Mason, now in California, to have charge of the escapement department; D. R. Hartwell, still in the company's employ, to supervise the carpenter work, and Chas. S. Moseley, now in Dubuque, as superintendent. In January, 1865, a wooden structure three stories high, 35x60 feet, was erected on the Elgin water-power, on the site now occupied by DuBois Opera House. After countless obstacles had been overcome, the work of watch-making was fairly begun in April, 1865. Mr. Raymond was the first president, and served until October 10, 1867, when he was succeeded by T. M. Avery, who served in that capacity since. The organization of the National Watch Company was completed February 15, 1865. On April 25, 1865, the company surrendered its certificate of license, and was reorganized under a special charter, and an authorized capital of \$500,000. The first board of directors was composed of Messrs. B. W. Raymond, H. Z. Culver, T. S. Dickerson, G. M. Wheeler, Philo Carpenter, Joseph T. Ryerson and Benjamin F. Lawrence. None of these gentlemen are now associated with, or interested in the factory, Messrs. Raymond, Carpenter, Ryerson and Lawrence being dead.

"The present factory, in its original, consisted of a three-story-and-basement structure 40x40, with a two-story-and-basement wing, 27½x100 feet, and a two-story-and-basement wing, 27½x86 feet, extending south, with additional smaller buildings. In one of these was made the first watch ever built in Elgin. It was an 18-size (English) full plate, key wind, with quick train and straight-line escapement, arranged to set the hands at the back, as was common with three-quarter plate, English and key-wind watches of that day. This model, still a cherished treasure, carefully preserved in the archives of the company, was not adopted, but was changed to set on the face, after

the plan of full-plate movements of that day, and with that alteration it was adopted, christened the 'B. W. Raymond,' in honor of the president of the company, and put upon the market, the pioneer Elgin watch, the modest advance guard of a great industry. This watch emanated from the factory, then considered great, which had a floor area of about 23,000 square feet, and which, during the quarter century of the company's existence, has increased to upwards of 196,000 square feet, exclusive of the detached buildings. The pioneer Elgin watch was a four-hole, extra jeweled, adjusted movement, and was first delivered from the factory April 1, 1867.

"The next watch was the H. Z. Culver, which was first delivered from the factory on July 16, of the same year. Following these movements came the Taylor, Wheeler, Laflin and Ryerson, all slow train movements, which were delivered between October, 1867, and January, 1868. This line of watches was extended later by several lower grades, named the Ferry, Ogden, Farwell and Fargo.

"On May 20, 1869, the 'Lady Elgin,' the first of the popular 10-size key-wind lady's movements, was put upon the market, and was followed by the 'Francis Rubie' (August 24, 1870), the 'Gail Borden' (September 8, 1871), and the 'Dexter Street' (December 20, 1871). No one of this line of movements is now manufactured."

On June 28, 1873, the first stem-wind movements made by the Elgin Company were delivered, and between this date and May 6, 1875, the Raymond, Culver, Taylor, Wheeler, Laflin and Ogden movements were all transformed into stem-winds. The name "Elgin" had become so inseparably linked with the products of the watch factory, they being generally and familiarly known as "Elgin Watches" the world over, that on May 12, 1874, at a meeting of the stockholders, the name was changed by prefixing the word "Elgin," and a new charter was then adopted. This charter is the one under which the factory now operates. In 1874-75, the company contemplated the establishment of a watch-case factory in connection with the manufacture of movements, but this idea was afterward abandoned. It was in March, 1875, that the factory first manufactured its own mainsprings. At present, every part of the watch is manufactured at the Elgin factory, except the jewels, which are imported. In 1875, the name of the company was adopted for all new movements of every size and grade, the first of the series being issued June 16, 1875. Since that time thirty-three distinct grades of 18-size have been added to the line. After the adoption of the "popular prices" of the Elgin Company in May, 1876, the home demand became so heavy that the producing facilities of the factory were taxed beyond their capacity, and the entire line of three-quarter plate movements was discontinued, the London office of the company closed, and the goods practically withdrawn from the foreign market. Since the discontinuance of this line, no key-wind goods of any kind have been added to the product. The first nickel movement made by the company was delivered August 15, 1877. The company has had but two presidents, Mr. Raymond and Mr. Avery. Mr. Lawrence was acting vice-president of the company at the time of its organization, and served as such until his death, in December, 1871, when Mr. Culver was elected, and filled the position until June, 1884, when Mr. Scoville was elected. Mr. Wheeler was secretary from August, 1864, to January, 1868, when he was succeeded by Hiram

Reynolds, who was followed by George R. Noyes, in January, 1877, and at his death in July, 1879, Mr. Whitehead was elected and served until June, 1884, when he was succeeded by Mr. Prall. George P. Lord served as manager until 1876, when the office was abolished. Between September 29, 1875, and December 29, 1876, the company added to its list of movements seven grades of 10-size, six of 12-size and five of 14-size three-quarter plate, key-winds. These movements were especially designed for the English market, but were sold to some extent in this country. Between March 28 and June 11, 1878, a line of 8-size stem-wind movements were put on the market. Between November 1, 1878, and January 6, 1879, four grades of 16-size, three-quarter plate, stem-wind movements were produced. These embraced an entirely new feature in stem-wind movements, being interchangeable in hunting and open face cases, by placing the winding pinion at 12 or 3 o'clock. In February, 1880, this line was increased by two movements. With two exceptions (being the two cheapest grades), the watches made by the Elgin Company have straight line escapements, making 18,000 beats per hour, and all have fine trains. The company has, since its organization, made and put upon the market just 100 distinct grades of the various styles and sizes of their watches. It was the first watch company in America to pay a dividend to the original stockholders. In less than six years from the time of its charter, the watch company had erected its buildings, manufactured its machinery, and placed on the market more than 42,000 watches. By April 1, 1872, five years after the first watch was turned out, the reputation of the "Elgin watches" was thoroughly established, and more than 125,000 had been marketed.

This sketch, while making the reader acquainted with many dates, names and facts in the history of the works, does not compass the whole history. The fact that the large sum of \$350,000 was actually invested, before the pioneer watch was produced, and the equally important fact that over \$200,000 more were expended before a dividend was announced, speak of courage and enterprise worthy of its later days. When it is remembered that, with the exception of pay-day after the burning of Chicago in 1871, there has been no delay in the payment of employes since 1864, one cannot but admire the workings of the great industry and the men who direct its operation. The trade policy, inaugurated in 1876, is so much akin to the Blaine policy of reciprocity with the American republics, that it also forms a subject for admiration. The company then realized the fact that England, Switzerland and France kept the American jewelry stores well stocked with the cheap products of their watch factories, shutting out American competitors, save when the strength and beauty of the Elgin watch was known to the purchaser. Even then the patriotic (?) jeweler had to write to the factory for such a watch as was required. The policy of 1876 changed all this; the products of the Elgin works were reduced in price and the same advantages were offered by Americans to retailers and buyers as were offered by the foreign manufacturers. It proved a *coup de main* worthy of the directors and indeed of American enter-

prise, led to the rapid development of home trade, and gave that high position to Elgin which it occupies to-day as a watch manufacturing center.

From the moment that this just, competitive principle was introduced, the precocious works assumed a Chicagoan air of activity. Additions to buildings and machinery had to be made periodically, and the industry bounded forward. *The Jeweler's Journal* of Chicago, under date of February, 1891, writes on this subject as follows:

"Many changes, more or less important, continued until the year 1879, when it was decided that far more extensive enlargements than had been made hitherto were necessary, and, in accordance with this decision, plans were drawn for buildings that would add no less than 200,000 square feet, or more than double the capacity of the plant, when the new buildings were filled with machinery and operatives. These buildings were no less than seven in number, the largest being 310 feet long by thirty feet in width, and three, and in some parts four, stories high. The buildings mentioned above were completed in the summer and autumn of 1881, and they were so extensive in dimensions and so fine in construction that it undoubtedly placed the Elgin National Watch Company's plant among the foremost manufacturing establishments of the country. The management believed these improvements would enable them to increase the number of their operatives to fully 2,000, which would enable them to make more than 1,200 watches per day, on or before January 1, 1883, or as soon as their new automatic machinery, which was then well under way, was finished and put in operation. It was a most gratifying fact to the stockholders of the company that these extensive improvements could be made without adding a dollar to the indebtedness of the company or delaying for a day, or reducing by a cent, the dividends which had been paid regularly since 1879.

"The buildings commenced in 1881 were hardly finished and not entirely filled with machinery before others were started. The entire plant was flanked on the east by a building nearly or quite 300 feet long, with a new and spacious east entrance, making three commodious places of entrance and exit for operatives; at the same time another large building was erected, enlarging the machine and other departments that were greatly in need of more room. Thus the enlarging went on until the fall of 1884, at which time the output amounted to no less than 1,200 watch movements per day, of all grades, some of which were among the finest and handsomest watches ever placed on the market by an American factory. During all the time these improvements were being made, even though constantly pressed with the accumulation of orders, the management kept in mind the health, comfort, and general welfare of its operatives, not only when employed in the factory, but when off duty as well. Those with families were encouraged and sometimes assisted directly or indirectly in the purchase or building of homes, and others were greatly benefited by the rebuilding and the extensive enlargement of the National House, which was completed and opened February 1, 1881, that it might accommodate 1,000 operatives at dinner and afford nicely-furnished, well-ventilated, steam-heated rooms for several hundred young ladies and gentlemen, who preferred such a home to that of boarding-houses about the city. These excellent accommodations, with meals and rooms at the National House, were furnished upon a basis of cost which made an important reduction in the prices of boarding, and at the same time greatly improved the service received by the operatives in every part of Elgin."

A brief account of the opening of the National House was written at the time and published in the *Journal* for February, 1883.

"The opening of the Elgin National Watch Company's newly enlarged hotel, one of the finest in the West, 'The National,' was an important event in Elgin, both social and otherwise. It took place on the evening of the 1st inst. and it was certainly an occasion that did honor to the president of the company, Mr. T. M. Avery, to the board of directors, superintendent George Hunter, at whose suggestion the task was undertaken, and to Mr. Carlos H. Smith, manager of the hotel, who planned and largely executed the details of that made the 'opening,' the pronounced success that it proved to be. This large hotel has been fitted up with all modern conveniences from cellar to attic, in a most perfect manner. This has been done in order to furnish good board and a comfortable home at the lowest price to such of the operatives as chose to avail themselves of the privilege. This 'opening' celebrated the finishing of the rebuilding of the hotel, which was decided upon last year when every room in the house had been taken and many applicants were not able to gain admission on that account. As now completed, the building or buildings, certainly make an imposing appearance, even though located so near the company's colossal plant. Its generous proportions and its equipment will be better understood if we say that the dining room measures forty feet in width by 150 in length. Fully 1,000 boarders can be served within the noon hour. All of the rooms are furnished with steam heat and every modern convenience, particular attention being given to ventilation. Enough rooms have been provided to accomodate 350 persons with a cosy and comfortable home within 500 feet of the factory entrance. Besides this, the hotel has spacious corridors, large parlors, a well-stocked library free to employes, and a well-equipped billiard room, office, a complete and extensive steam laundry, etc., etc. In keeping with the spirit of progress that pervades every department of the factory, and the enterprise that dictates its business policy, the hotel as well as the factory plant, have been frequently improved in many important details, subsequently to the date heretofore mentioned. The National has now a companion building quite as extensive and more ornate architectually than the hotel, known as the 'Auditorium,' which was finished in 1890, to accomodate the famous Elgin military band (composed of employes of the company) with rooms, and to provide an audience room, a bowling ally, gymnasium, etc., in order that entertainment, amusement and healthful exercise might be afforded every employe of the factory at little or no cost."

Among the many important improvements at the factory which deserve more than the brief mention given, are an additional number of gigantic boilers in the boiler room and a most complete electric light plant that furnishes fully 5,000 incandescent lights, as well as additional electric service required in the factory. The size and the perfect equipment of this electric plant surprises every visitor. Six huge dynamos are driven, when the full capacity is required, by as many great Westinghouse automatic engines of 250 to 500 horse-power each. These, with a formidable and complicated switch board and numerous other electrical devices understood only by experts, make the spacious room of this electrical plant an interesting feature of this wonderful industry. To summarize a little, one might state that the real estate owned by the company and on which, or the greater part of which, the

plant and buildings heretofore described are located, comprises about twenty-seven acres, situated only a little south of the business center of the City of Elgin. The factory buildings, together with their inclosures, occupy a plat of about twenty-two acres on the east bank of Fox River, affording a clean, healthy and beautiful location in every way perfectly adapted to the purposes of the company. The buildings are substantially built of brick and stone, their construction as regards ventillation, light and the general comfort of the occupants is first-class in every respect. The whole plan of erection has been with reference to permanency, as well as to furnish every facility and convenience for the transaction of business. The buildings are arranged compactly, yet at the same time they are well lighted, free access being given to air and sunlight at all seasons of the year. In fact, it would be difficult to improve the sanitary conditions of the Elgin factory, even if an entire new plant of equal extent and cost were to be constructed. The power, which drives the miles and miles of shafting throughout the factory, is furnished by two eighty horse-power Brown engines, which are arranged to work separately or in unison. The boiler room adjoining contains twelve pairs of steam boilers of latest construction, with furnaces for coal, crude oil and gas. Close by the boiler room is located an artesian well 2,150 feet deep, which has a flow of 300 gallons of excellent water per minute, affording a sufficient supply for all the needs of the factory, the hotel and the cottages of the company, located near by. To provide fully for all contingencies in case of fire at the factory, or in its vicinity, the company has a Holly system of water works, with the capacity for throwing eight 1-inch streams of water. To operate the fire apparatus, which includes a steam fire engine, several chemical extinguishers and hundreds of dozens of hand fire-grenades, placed in convenient locations about the factory, where is a trained fire brigade, besides eight experienced patrolmen on duty night and day. The gas used for heating furnaces in the boiler and dial rooms and for lighting all of the buildings of the company, as well as its cottages, is manufactured on the premises. Altogether it would be difficult to construct or even to imagine so great a manufacturing establishment more perfect in all essential details than the one erected, owned and most successfully conducted by the Elgin National Watch Company. What do those building represent? They are monuments to capital and labor working in harmony, one aiding the other. The cold, bleak philosophy of Malthus never ruled here. From its beginning it has been a refuge, where the industrious found shelter from the storm, a place where the workman is recognized and treated as one of God's creatures. He is surrounded with opportunities to rise to the rank of employer himself, and raised up, as it were, in an atmosphere of order and cleanliness, which becomes part and parcel of his life.

How beneficent is such an institution! It is one of the many which give to Illinois the tempest's strength and oils the joints of progress. A great industry, it stands a memorial to commercial enterprise and commercial honor, crowning the stern effort of its directors.

The officers of the company are: T. M. Avery, president; J. W. Scoville, vice-president; Wm. G. Prall, secretary; T. M. Avery, George H. Laflin, O. S. A. Sprague, J. W. Scoville, Charles Fargo, M. C. Town, George N. Culver, directors; John M. Cutter, general agent, with office at Chicago, and E. J. Scofield, New York agent. The factory management is in the hands of efficient officers: Geo. E. Hunter, superintendent; W. H. Cloudman, first assistant superintendent; Geo. E. Hunter, second assistant superintendent, and Carlos H. Smith, cashier. To all, as well as the officers who preceded them, honor is certainly due, for all have a share in giving a suburb of Chicago an industry of more than national reputation, and one of which Illinois is proud.

Williard T. Block. This distinguished gentleman is of mixed French and German descent, and numbers among his ancestors, several who became prominent in the advancement of liberal arts and in the promotion of public improvements. They were among the first to herald the inception of the various systems of internal improvements which were inaugurated by nearly all the States three-quarters of a century ago, and which were the forerunners of the paternal principles of government. In many other ways members of both sides of the family have contributed to the improvement of civilization and the development of human capacity and understanding.

The father of Williard T. was A. B. Block, a Frenchman of more than ordinary ability, who amassed a comfortable competency in the mercantile business, lived a short life of respectability and usefulness, and finally passed away in 1853. The mother was formerly Barbara A. Brobst, daughter of Solomon Brobst, who became prominent in Pennsylvania in connection with early canal and railway enterprises, and was closely identified with many of the most memorable events in the history of that State. The Brobst family dates back in colonial history to 1694, when Philip Brobst crossed the ocean from Saxony and settled among the savages in Berks County, Penn. In the wars with the Indians, and in the Revolution, members of this family played a conspicuous, daring and honorable part. One of them, Christian Brobst, born in 1767, died in 1849, was, during the latter part of the Revolution, an ensign in First Company, Second Battalion of the colonial troops of Pennsylvania, and was under the immediate command of Lieut.-Col. Henry Spyker. In 1790 he settled at Catawissa, where he built the first flouring-mill in Columbia County. He was a man of indomitable enterprise, rare sagacity, strong mind and unconquerable will, and left the imprint of his genius on the history of his State. With little education and with no instruments, save rude affairs of his own invention, he made extensive surveys in Pennsylvania in the interest of the first railways projected across that State. Later he was connected with several railroads in the capacity of promoter and stockholder, and doubtless did as much as any other man in the early history of Pennsylvania to expedite the construction of railroad lines. With the same general objects in view he identified himself with the early attempts to introduce steamboats



William J. Block

on the Susquehanna and other rivers of the State, and was finally seriously injured by the explosion of a boiler on the fated boat "Cadrous," on which he was a passenger. He became a member of the Pennsylvania legislature, and finally died, leaving many descendants and a large fortune. He was one of those great men who reflect so much credit on the events of three-quarters of a century ago.

On the mother's side were also the Melicks, one of whom, Peter, her grandfather, served with distinction in the Revolution in the campaigns of 1776 and 1777, and was at Valley Forge. In 1778 he served in the defense of Wheeler's Fort during the historic Wyoming Valley massacre. One of his descendants, Dr. Joseph Leidy, late of the University of Pennsylvania, attained world-wide distinction as a demonstrator of anatomy and as the discoverer of trichinæ in the hog.

Williard T. Block was meagerly educated in youth in the public and high schools of Columbia, Penn., and at the age of fourteen years was obliged to leave school to begin the battle of life for himself. Though born in 1853, January 6th, he entered the service of the Philadelphia & Reading Railroad in 1867, and from this time forward was the master of his own time and the architect of his own fortune. But he was ambitious, energetic, thoughtful and prudent, and rose steadily in the confidence of his employers and in his usefulness to the railway service. He was promoted from one position to another for merit by his company until 1878, when he accepted a place with the Hannibal & St. Joseph Railroad, with which he remained until 1882. During the years from 1867 to 1882 he had been constantly in the railway service, had passed from one position of responsibility to another, and had familiarized himself with the details of modern railway extension and management, so that, at the latter date, he was thoroughly experienced in all movements of the service, and was recognized among his professional brethren as a rising man in circles of the craft.

In 1882 he entered the employ of the Wisconsin, Iowa & Nebraska Railway, known as the Chicago, St. Paul & Kansas City Railway, and filled successively the positions of auditor, treasurer, traffic manager and superintendent, much to his own credit and to the benefit of the company. In these several capacities he greatly increased his knowledge of the service, and was thus still further fitted for higher duties and responsibilities. He had greatly widened his study of railway growth and management, had penetrated deeply into the perplexing problems of freight and passenger traffic, and had made a profound research of the resources of the entire Northwest, with the view of advancing the interests of his company beyond the reach of competition.

In the pursuit of his arduous duties his health became shattered, and, afflicted with a severe attack of nervous prostration, he resigned his position in 1887, after twenty years of uninterrupted service. For a year he rested and so far recovered his old vigor and his old ambition, that he resolved to enter the service again on his own account. He bought the Fort Madison & Northwestern Railway under a judicial

sale, and having interested other capitalists in the project, and, being elected president of the company, built seventy-five miles of road from Fort Madison to Ottumwa, Iowa, giving his personal attention to the work of construction. Upon its completion he resigned in order to devote his time to other weighty matters, but was elected vice-president, a position he yet continues to fill. In all of these duties and exactions he had developed remarkable aptitude for business. Possessing keen perception, a deep and comprehensive mind, an energy and ambition that knew no such words as falter or failure, a will of advancement that recognized no criterion but success, he had proved his superiority as a tactician on the shifty fields of business transaction.

Through his efforts and sagacity the Grant Locomotive Works Company was reorganized—a project entirely new in the West, and one fraught with innumerable and undiscovered dangers. A syndicate was formed, and over 600 acres of land were purchased, within six miles of the Chicago court-house, for \$1,000,000 cash, and upon this there has since been expended the sum of about \$1,000,000. He is a director, and is secretary and treasurer of the company.

He has interested himself in other business transactions. He was promoter and president of the Chicago & Southwestern Railroad, which was constructed in Cook County to increase the transportation facilities of the Grant Locomotive Works, and is now owned and operated by the Chicago & Northern Pacific Railroad. In 1889 he bought the Harrisburg, Ephrata & Downingtown Turnpike, of central Pennsylvania, and has succeeded in rebuilding it and placing it on a profit-paying basis. He thoroughly reorganized it under the new name, The Harrisburg & Cornwall Turnpike Company, and is now vice-president of this corporation. In 1890 he connected himself with several real estate syndicates, for which he carried through a number of large deals, the most prominent being the purchase of the Sturges farm of 380 acres for \$570,000 cash. In all of these and other business ventures, he has exhibited unusual sagacity and exceptional ability, and is one of the most prominent figures in Chicago's industrial world.

Busy as the life of Col. Block has been from a business standpoint, he has nevertheless identified himself with numerous social, charitable and other movements. In 1885 he was attached to the staff of Gov. Larrabee, of Iowa, as an aide-de-camp with the rank of lieutenant-colonel, and was so continued for four years. He is director and vice-president of the Chicago Charity Hospital, is an associate member of the Real Estate Board, and is vice-president of the Illinois Society of the Sons of American Revolution. He stands high in social circles and is a member of the Union League and Sunset Clubs. He is a stanch Republican, in the success of which party he takes deep interest. He is an active member of the Episcopalian Church. His own personal force and genius have been the sole stepping-stones to his undisputed fame and great fortune. He is a splendid example of the model American business man and gentleman.



George D. Eddy

In 1880 he wedded Miss Anna E. Scott, daughter of William P. Scott, of Iowa, and niece of Col. Thomas A. Scott, the railway prince of Pennsylvania. Her great-grandfather, Col. John Piper, was of Scotch-Irish descent, and distinguished himself in the Revolution. He was a member of the Colonial conventions in Philadelphia in 1775, 1776 and 1778, and a member of the two constitutional conventions of 1778, and in other capacities served his State and country with conspicuous intelligence and fidelity.

The R. M. Eddy Foundry Company. More like romance than history reads the record of iron manufacture in Chicago. It was early conceded, even by Chicago's rivals, that its future in connection with this interest was brilliant with promise; but not even the most enthusiastic "boomer" could have foretold the full measure of its success in this important branch of manufacture. A chapter of this work has been devoted to the inception, promotion and wonderful growth and development of this interest in the aggregate. It is proposed here to write in detail of one of the pioneer enterprises which has developed into one of the largest of the present day.

The R. M. Eddy Foundry Company, 43 to 55 East Indiana Street, of which George D. Eddy is president and Albert M. Eddy is secretary and treasurer, is the oldest concern in its line in the city, the business which it continues having been established by Robert M. Eddy and James Gardner in 1865, at the southeast corner of Illinois and Franklin Streets. This firm, known as Eddy & Gardner, was succeeded by Mr. Eddy in 1869, upon the withdrawal of Mr. Gardner. Two years later, at the time of the great fire (October), the establishment was burned out at a loss to Mr. Eddy of more than \$15,000, but he rebuilt the foundry and had it in operation again in December following, and the present works with 200 feet frontage, at the address above given, were built in 1883, in October of which year the business was removed to its present location. Upon the death of Mr. Eddy in February, 1884, his two sons named above, succeeded to the proprietorship of the business of which they have since been principal owners, and which they have conducted with great success. From 1884 to 1887, when the concern was incorporated, they were known as R. M. Eddy's sons. This company employs from 100 to 120 skilled workmen, and manufactures boiler fronts, half fronts, dead plates, angles, center bearing and grate bars, skeleton back arches, wall binders, soot and draft doors and frames, fire liners, round ventilators and salamander grates, man-hole collars, plates and crabs, H. H. plates and crabs, boiler lugs and stands, catch basins, foundation and cast-iron washers, and fine and heavy machinery castings. The R. M. Eddy Foundry Company's full ornamental extra heavy boiler fronts are made extra heavy, special attention being given to contraction and expansion. They are perfectly fitted, and are by far the best fronts on the market. They have also cheaper fronts. A specialty is made of fine castings, and a noteworthy feature is the manufacture of castings for the Goss Newspaper Perfecting Printing Presses and special rotary printing presses, made by the Goss Print-

ing Press Company, 335 to 351 Rebecca Street, of which J. J. Walser is president, S. G. Goss, superintendent; F. L. Goss, manager, and Albert M. Eddy treasurer, while George D. Eddy is one of its directors.

Robert M. Eddy, founder of this enterprise and father of its present managers, was born near Coburg, Canada, August 16, 1822, and died in Chicago February 23, 1884. His parents were Alfred and Charlotte (Day) Eddy. At the age of eighteen years, in 1840, he went to Buffalo, N. Y., and during the succeeding five years served an apprenticeship, which made him a thoroughly practical iron worker. He started a foundry on his own account in 1845, and a few years later entered into a partnership with R. M. Bingham, which existed until 1865, when he came to Chicago and founded the establishment of which a historical account is given above, and which was long popular as the "Globe Foundry." He was married in 1845, to Miss Sarah M., daughter of Hiram and Rosetta (Baker) Quackenbush, of Troy, N. Y., and seven children were born to them of whom two daughters and two sons survive. The sons, George D. and Albert M. Eddy, were reared and educated in Buffalo and Chicago. Of the two daughters, Ellen A. became Mrs. Dr. E. Wight, and Hattie M., Mrs. C. B. Bradley, and both reside in this city. During his residence in Buffalo, Mr. Eddy was long identified with the volunteer fire department of that city, having served during a protracted period as captain of Company Eight, until he was promoted to the responsible position of first assistant chief engineer of the entire department. During his nearly twenty years' residence in Chicago he became known as a man of great enterprise and the most liberal public spirit, and there were few worthy interests toward the advancement of which he did not in some way contribute. During the Civil War he was an uncompromising Union man and exerted his influence to the utmost extent in favor of the Federal cause. His widow, who was born at Sand Lake, N. Y., in January, 1822, now lives with her daughter on Warren Avenue.

George D. Eddy, president of the R. M. Eddy Foundry Company, was born at Buffalo, N. Y., August 18, 1849, and was there educated in the public schools, later attending Bryant & Stratton's Business College in that city. He came to Chicago with his father's family in 1865, and entered the Eddy shops, with which he has since been identified, with his brother succeeding his father, and became president of the R. M. Eddy Foundry Company upon its incorporation four years since. He was so well adapted to the business, and became so familiar with all its details, exhibiting at the same time so much executive ability, that his father reposed sufficient confidence in him to resign the virtual management of affairs into his hands, some time before his death. Mr. Eddy was married in 1871 to Miss Adaline Charbonneau, of Chicago, who died December 31, 1881, leaving him one son, George A. November 26, 1884, he married Miss Mary V. Riley of Lake Geneva, Wis., who has borne him two children, Alice H. and Harriet E. Mr. Eddy is prominent in Masonic circles, having become a Mason in Kilwinning Lodge No. 311, in December, 1870, and joined Corin-



J. H. Bass

thian Chapter No. 69, in 1876, and St. Bernard Commandery No. 35, in 1882. He is also a member of Oriental Sovereign Consistory, S. P. R. S., Thirty-second degree. He is past master of Kilwinning Lodge, the present captain-general of St. Bernard Commandery, and captain of the Arab Patrol of Medinah Temple of the Ancient Arabic Order of the Nobles of the Mystic Shrine. As a business man he ranks with the leaders in his line, as an employer he is liberal and highly esteemed, and in commercial and financial circles he has a standing of which he may well be proud.

Albert M. Eddy, secretary and treasurer of the R. M. Eddy Foundry Company, was born in Buffalo, N. Y., July 4, 1851, and was educated there and in Chicago, having removed to this city with his father's family in 1865, graduating from the Washington Street high school in 1866. He has been connected with the business in the ownership and management of which he has since had so large a part since 1869, and has occupied his present important position since the incorporation of the company in 1887. As has been seen he is also treasurer of the Goss Printing Company, in which his brother, George D., is a director. In the management of his department of a large foundry business Mr. Eddy has no superior in the West, and his standing in business and social circles is deservedly high. He is a member of the La Salle Club, and is scarcely less prominent as a Mason than his brother, being a member of Kilwinning Lodge No. 311, in which he was made a Mason in 1872, at the age of twenty-one; of York Chapter No. 148, which he joined in 1884; of St. Bernard Commandery No. 35, since 1885; of Oriental Consistory, S. P. R. S.; and of Medinah Temple of the Ancient Arabic Order of Nobles of the Mystic Shrine. He was married January 2, 1873, to Miss Sarah A. Emery of Rochester, N. Y., who has borne him two children, viz.: Blanch E. and Charles M.

John H. Bass. It has been said that Chicago makes men, but the statement is liable to many contradictions. One of them, here presented, goes to show where the individual, a resident of a neighboring State, came to aid in making Chicago, and this at a time, when some of the bravest and wealthiest of her own citizens thought long and seriously before risking the investment of a dollar in her town lots, buildings or industries. With a sketch of the Bass foundry of 1873, the sketches of other industries established by this early friend of our city are incidently given to point out that while, in many instances, chances in location make men, there are oftener men who make the location, or rather create the circumstances which lend value to the location. John H. Bass, whose great manufacturing industries and stock farm are noticed in other pages, was born at Salem, Livingston County, Ky., November 9, 1835. The name is familiar in the Virginias and Carolinas down from colonial days, for among the pioneers the ancestors of the family were found. In North Carolina, Sion Bass, the father of John H., was born November 7, 1802. Three years later his parents moved to Kentucky, where Jordan Bass, grandfather of our subject, opened a farm in the wilderness. Jordan Bass was born in Virginia in 1764, but from 1805 to 1853 (when he died) made Christian

County, Ky., his home. Sion Bass married Miss Jane, a daughter of John Dodds, of Enfield district. This lady was born in Charleston, S. C., June 19, 1802, settled in Kentucky with her parents, and there married the most prosperous merchant and farmer of the district. The family removed to Fort Wayne, Ind., in 1866, where Mrs. Jane (Dodds) Bass died August 26, 1874, and Sion Bass, August 7, 1888.

Sion S. Bass, the elder son of Sion and Jane Bass, born in January, 1827, received his education in the district schools of Kentucky. He was the pioneer of the family in Indiana. Leaving Kentucky in 1848, he selected Fort Wayne for a home and, from that year to the fall of 1861, was one of the leading business men of northern Indiana. When the tocsin of war sounded the alarm, he cast business interests and cares aside and assisted in the organization of the Thirtieth Indiana Infantry. This command, famous in the annals of war, was mustered in September 24, 1861, with himself as colonel and, at once entered the field, taking part in all affairs leading to the battle of Shiloh, and reaching that field early of the second day of the battle. The student of the Civil War is acquainted with that well-contested fight. Every effort was put forth by Federal and Confederate to win the day, and the Thirtieth Indiana Infantry had but little time for rest, when the order to advance was given. The order was obeyed with alacrity, though a torrent of iron and lead poured on and through the columns. The sacrifice of men appeared necessary, and it was made. The Thirtieth Infantry of Indiana sped on, led by its colonel, but it was a dash to death; the gallant soldier and patriot who led the regiment fell, mortally wounded, and the pioneer of the Bass family in Indiana died among his fallen soldiers.

John H. Bass left Kentucky in 1852, located in Fort Wayne, and in 1854 became book-keeper in the office of Jones, Bass & Co., a position he held until 1857, when the partnership was dissolved. During three years he mastered a knowledge of manufacturing business and, in 1859, with Edward L. Force as partner, established the Fort Wayne Machine Works, the firm name being Bass & Force. The product of the works for the ensuing year amounted in value to \$20,000. The indirect value of this industry to the little community of that time can not be calculated, for out of it grew those influences which have built up a great manufacturing city in northern Indiana.

The stock was held in 1860 by Judge Samuel Hanna and Mr. Bass until 1863, when, by transfer, H. H. Hanna became a partner. In 1869 the junior partner died and Mr. Bass purchased the interest of the estate in the works. From this moment phenomenal success attended the industry; each enterprise of his succeeded, and in contributing to his own wealth he took a foremost place among city builders, his workshops being the central figure around which Fort Wayne grew and the magnet which attracted the metal-workers, artisans and laborers. In 1869 he looked beyond the Mississippi and saw in old St. Louis another opportunity to establish another great industry. The St. Louis Car Wheel Company thereupon resulted. In 1873, when commercial

depression checked enterprise and dwarfed courage, Mr. Bass saw in Chicago a city which, in time, would outrank in extent, population and commerce all other cities in the world. The foundry on Forty-seventh and Clark Streets established that year signalized his faith and to-day confirms his judgment. Before the shadows of the panic were broken, he looked southward and beheld in the ore and coal fields of northern Alabama, a territory awaiting the approach of enterprise. In 1880 he established a plant there for the manufacture of iron and now supplies his works at Fort Wayne, St. Louis and Chicago with iron reduced in Alabama from Alabama ore. Indiana, Missouri, Illinois and Alabama feel the good effects born of the enterprise of one man. He has for many years been a stockholder and director of the First National Bank (the first national bank organized in Indiana and the eleventh in the United States) and the old National Bank at Fort Wayne, and for some six years has been president of the former. He and Stephen Bond were the leading advocates for constructing the Citizens' Street Railroad twenty-one years ago, and to every subject relating to the progress of the city he gave material and moral aid. He established, in 1885, the now famous Brookside farm, which is located just outside of the city limits, within ten minutes ride of the business center of Fort Wayne. The farm is devoted to the importing and breeding of Galloway cattle and Clydesdale horses. He has some of the finest live stock in the world, and had a fine exhibit at the Columbian Exposition. For many years Mr. Bass has been connected with the Masonic lodge, is a member of the commandery of K. T. and an esteemed member of other bodies in the Masonic world.

Mr. Bass was united in marriage in 1865 to Miss Laura H. Lightfoot, of Falmouth, Ky. They have two children, Laura Grace and John H., Jr. Mrs. Bass is a daughter of George C. Lightfoot, a native of Kentucky, who died in 1884 in Kentucky. His widow, Mrs. M. O. Lightfoot, formerly Miss Holton, now resides in Fort Wayne. In politics Mr. Bass is a Democrat, believing in tariff reform. In 1888 he was a delegate at large to the Democratic National Convention. He was nominated as one of the presidential electors in 1888. Politics is necessarily and emphatically subordinated by him to the tremendous responsibilities of his business, but he is a citizen in touch with the times in all things. The success which Mr. Bass has attained, however, rests upon him lightly; it was won by his own efforts, learned in the school of experience. He is courteous, genial and frank, a man of the world who knows his duties and performs them. His life work ranks him among those who are the creators of fortunes and the makers of cities.

The Bass Foundry and Machine Works at Fort Wayne may be said to have been established in 1853, when Cooper, Bass & Co. opened a foundry, Sion S. Bass being one of the owners and workers. In 1854 the firm was changed to Jones, Bass & Co., and carried on the works until 1858, when J. H. Bass and E. L. Force leased the buildings, employed twenty men and produced iron works valued at \$20,000, and machin-

ery. In 1860 a stock company, of whom J. H. Bass and Judge Hanna were the principals, was formed; but H. H. Hanna acquired his father's interests by transfer, and was a member of the firm until his death, when Mr. Bass purchased the interest of the estate in the foundry. In 1883 a stock company was formed under the above title, with J. H. Bass, president; John I. White, secretary; R. J. Fisher, treasurer, and Thos. R. Pickard, superintendent. The reputation made by the old foundry prior to 1883, and the opportunities for extension of trade presented that year, were requisitioned to the fullest extent, the buildings were enlarged, the number of employes doubled, the operating machinery increased, and the whole establishment placed on a footing to compete with or excel the largest car wheel establishment in the world. The shops at Fort Wayne extend along the Pittsburgh, Fort Wayne & Chicago and the Wabash Railroads on each side of Hanna Street for a distance of five blocks, and cover about seventeen acres. The principal buildings are substantial brick structures. The four foundry buildings are each 70 feet wide, and present a grand total length of 1,400 feet; the two-story machine shop is 80x250 feet, the hammer shop is almost equal in extent; the wood working and skein shop, 100x40; the blacksmith shop, 230x65 feet; the boiler shop, 250x50, and the office, 110x30 feet. Many other buildings are found within the enclosure. It is the greatest car wheel factory in the world, and manufactures Corliss and other engines, boilers, saw mills, etc., etc. In all, from 1,000 to 1,200 men find paying employment daily; iron work valued at \$3,000,000 is produced annually; and a prosperity is radiated from the busy hive, of incalculable value to the community. The Fort Wayne Iron Works, on the New York, Chicago & St. Louis Railroad, is another important section of the Bass Foundry and Machine Works. From 75 to 100 skilled workmen are employed in repairing machinery and constructing engines and boilers while under the direct supervision of Messrs. Arthur Pickard and William McLaughlin.

The St. Louis Car Wheel Company was organized in 1869, and incorporated the same year. This important industry was conceived by Mr. Bass and established by him and Corwin Dutro. The value of car wheels and heavy castings produced yearly is placed at \$1,000,000, and the number of men to whom daily employment is offered 500. This is one of the pioneers of large industrial concerns at St. Louis. The Clark and Forty-seventh Streets foundry at Chicago was established by Mr. Bass in 1873. At that time but few Chicagoans dreamed that the low prairies south of Thirty-ninth Street would ever be covered with homes of citizens. Already one great railroad passed west of the gates of the foundry, while a short distance eastward the trains of two great systems could be seen running north to the city, and south to Englewood, where they separated, one for the east, the other for the west. The location was as safe as the idea of establishing an industry. To-day 400 men are employed, and the annual product of the foundry is valued at \$1,000,000. The capacity for heavy casting here is large, ranging from 125 to 150 tons per day. One of the heaviest pieces cast weighed

thirty-eight tons. This fact and the ease and dispatch with which difficult iron molding, ingot and other rolling-mill work can be produced have won a high reputation for the works here. Andrew Wallace, who has served as superintendent of the foundry since its establishment, a native of Scotland, came direct to Fort Wayne, found employment first with the Pittsburgh, Fort Wayne & Chicago Railroad Company, and next in the Bass Foundry there. He was for many years president of the St. Andrew's Society. The Bass Furnace Company of northeastern Alabama was organized in 1880, with the object of working the iron ore deposits of that region. The company purchased 18,000 acres of forest and mineral lands, and at once entered upon the development of the ore beds, and soon a superior grade of car-wheel iron was shipped to the Bass Foundries in the North. From 300 to 400 men are employed in Alabama.

All these industries give direct employment to between 2,400 and 2,600 men annually, exclusive of salesmen, agents and clerical force. The number indirectly employed in freighting and on the railroads cannot be truly estimated, for the shipment of raw material to the several foundries, and that of the finished product to consumers give employment to great numbers of men. Another industry, foreign indeed to these just noticed is Brookside Farm, the *rus in urbe* home of Mr. Bass. Outside the limits of Fort Wayne City, it offers great advantages to the stock grower and affords a beautiful site for a suburban home. The owner devotes the 325 acres to such uses. His residence, completed early in 1891, stands on a hill commanding a view of the city. The broken lands of a few years ago have been leveled and graded, a lake, twenty acres in area, stocked with rare fish and water fowl, takes the place of the ravine, known since pioneer days, and a desolate tract has been converted into a veritable park. The original farm of 180 acres has been increased to the number given above. All together Mr. Bass owns in Allen County 1,580 acres. In 1885 Mr. Bass installed his first importation of five Galloway cattle on the original farm. His idea was not to derive pecuniary profit, but rather to improve the live stock of the country. Like all his manufacturing ideas, this proved correct, and conferred immense benefits on the stock growers of northern Indiana. In 1884 the first importation of Clydesdales was installed, one stallion and four mares. The stud is now made up of over sixty pure-bred Clydesdales; while the Galloway cattle number over 200 head; making his collection of full-breeds the second in extent in the United States and the first in quality. The deer and buffalo preserves are interesting additions. The premiums awarded to Brookside cattle at every county and State fair where presented tell the story of success, and show what one man may accomplish for the good of all.

The Scoville Iron Works are located at 250-254 South Clinton Street. It is an incorporated concern, and its officers are H. H. Scoville, president; D. D. Drummond, vice-president; F. B. Macomber, secretary and treasurer. This enterprise, which dates

from 1842, has an eventful history. It was established in that year at the corner of Washington and West Water Streets by H. H. Scoville, Sr., and P. W. Gates, his son-in-law. Six years later Mr. Scoville withdrew, and, with three of his sons, organized the firm of H. H. Scoville & Sons, which began business in a frame building, which was bought and moved from the corner of Randolph and Clinton Streets to a lot at the corner of Canal and Adams Streets, which the firm purchased from William B. Ogden. It was not long before the increasing demands of the business necessitated more ample accommodations, and the firm erected a 50x85 foot brick building. There was no cessation of prosperity, and from time to time other buildings were added until the lot would contain no more. Thus equipped with enlarged facilities, the Scovilles converted their establishment into car-shops, and entered upon the manufacture of cars for the Galena & Chicago Union Railway Company, the president of that corporation (John B. Turner) shipping a pattern car to them, via the lake, from Michigan; and it is a matter of no little historical interest that the freight and flat cars made by this company were the first ever run into or out of the city. This business in time developed successively into the manufacture of passenger coaches and of locomotives, and it is a fact of historic importance also that H. H. Scoville & Sons made the first railway locomotive built west of the Alleghanies. When three locomotives had been completed, several capitalists of Chicago, encouraged by the success of the Scovilles, conceived the idea of organizing a heavily-capitalized stock company to manufacture locomotives on an extensive scale; and accordingly the Chicago Locomotive Company was incorporated, with an authorized capital of \$250,000, with W. H. Brown as president, Sholto Douglass as secretary, William H. Scoville as superintendent, and D. R. Frazer as assistant superintendent. Others among the stockholders were William B. Ogden, E. H. Haddock, Robert H. Foss, E. W. Willard, H. H. Scoville, Thomas Dyer, B. W. Raymond and Charles Reissig. The Scovilles took about \$50,000 paid-up stock; others, whose names had been sought for the influence they might wield, subscribed for only small amounts, and, as it turned out, much of the subscribed stock was never paid for. Hence, the working capital of the company was so much less than its authorized capital that its credit was not as high as had been that of the firm of H. H. Scoville & Sons, and from the outset the concern was forced to struggle against financial embarrassment. Seven other locomotives were completed, but after about 1855 the operations were so restricted as to be almost insignificant. As is too often the case with companies similarly conceived and organized, certain stockholders were anxious to gain a controlling influence, and sought to do so by acquiring a preponderance of the stock, until, of the original large number of stockholders, only E. H. Haddock, Robert H. Foss and E. W. Willard remained, and the first mentioned gentleman was the principal owner and almost the exclusive officeholder, and it was not long before he absorbed what little stock had been held by Foss and Willard, and disposed of the

company's interest to the Pittsburgh, Fort Wayne & Chicago Railway Company; and this was the somewhat ignominious termination of an enterprise that the Scovilles had built up to large proportions, with almost unlimited credit, and which they would doubtless have continued with increasing success, had it not been for the interposition of the greed of less practical and less substantial men, who sought to use the prestige they had won as a stepping stone to their own fortune.

H. H. Scoville, Jr., and Charles Reissig, who had become associated in business in 1859, constructed the three reservoir tanks on the West, North and South Sides, respectively, for the Chicago water supply. They operated in conjunction for about a year, and in 1860 Mr. Scoville disposed of his interest to his partner. From that time until 1867, he was a resident of Denver, Colo. In the year last mentioned he returned to Chicago, and the firm of E. C. Preble & Co. was formed, the members being E. C. Preble and H. H. Scoville, Jr., and operations were resumed in the H. H. Taylor building, on Canal Street. Mr. Preble soon withdrew, however, and Mr. Scoville acquired his interest, gave the plant the name of the Scoville Iron Works, and was sole proprietor until the organization of the present company. The plant was burned out in 1868, and the business was located from 1873 to 1879 at 53 and 55 West Lake Street. In 1879 the company purchased its present plant and its six-story building was rebuilt in 1891. The men in charge of this establishment are designing and constructing engineers and manufacturers of general machinery and special machinery made to order. Their stone-working machinery is second to none made anywhere, and the range of their output includes iron, steel or timber derricks and cranes, grab-hooks, blocks and falls, wire rope and general supplies for quarry or mill works. Hiram H. Scoville, Sr., the founder of the first Scoville Iron Works, is distinguished among America's inventors, as the originator of the cam-motion for self-raking reapers. He is a native of Litchfield County, Conn., born January 3, 1795, and died in Chicago, March 28, 1879. While yet an infant his parents removed to New York and settled on a farm in Onondaga County. There he was reared as a farmer boy, and received such education as was afforded by the public schools. He early inclined to mechanical pursuits, and at the age of twenty-one took up, under competent instruction, the study of mechanical engineering in a foundry and machine shop in Syracuse, and soon developed unusual talent for and adaptability to the career he had chosen. He became quite widely known in 1832, when, in company with two other young men, he built a steamboat which was launched on Cazenovia Lake, but was later transferred to the then recently-completed Erie Canal. He first came to Chicago in 1837 to superintend the building of a large marine engine, intended to propel a lake steamer of uncommon size and elegance, which was projected by capitalists here. The stringency then prevailing in financial circles prevented the completion of this vessel, but the "James Allen," a less pretentious craft, was soon built under Mr. Scoville's superintendency, Capt. Avery, who had served with him in the War of 1812, being concerned with him.

His next business venture, also in partnership with Capt. Avery, was the performance of contract work on the old Illinois and Michigan canal. Upon the suspension of work on this improvement, in 1843, he severed his relation with Capt. Avery to enter the iron-manufacturing business in Chicago, with which he was connected uninterruptedly down to the time of his death, more than a third of a century afterward, though he retired from active business in 1855, resigning his place among Chicago's prominent iron men to his son, Hiram H. Scoville, Jr. Mr. Scoville was not only an inventor of boldness and originality, but one of the most skillful mechanics in the West. He was almost a pioneer in Chicago in every way, and in his special line was one of the earliest. His life was one of useful endeavor and was crowned with honor and success. He was married March 23, 1819, to Betsey E., daughter of Samuel Sherman, of New York, who bore him nine children. Of these his son, Hiram H. Scoville, Jr., president of the Scoville Iron Works, was born at Syracuse, N. Y., February 19, 1833, and came to Chicago with his parents when four years old, and was educated in the city schools and has lived here continuously since, except during the period 1860-'67, when he was, as above stated, a resident of Denver, Col. He inherited much talent and a decided liking for mechanical pursuits, and is gifted with a natural aptitude for commercial affairs, and these qualities combined have rendered him particularly fitted to project and carry to success such enterprises as he has been in control of. While a mere youth he entered upon a regular apprenticeship to the machinists' trade under his father's personal supervision, and it goes without saying that upon its completion he was a practical mechanic, thoroughly familiar with every detail of such work as would later be performed under his supervision. It has been attempted briefly to give the interesting history of the enterprise of which he has so long been at the head, and, by reference to it, it will be seen that in all periods, when he was in authority, the Scoville Iron Works, under whatever title or ownership, has been a growing and successful institution, an honor to Chicago and a witness to his uncommon business ability—one of the foremost industrial institutions of Chicago and the West.

Mr. Scoville was married in 1859 to Miss Eliza M., daughter of Hamilton Barnes, of Chicago, who has borne him five children—Bell, now the widow of John Van Persyn, Anne (Mrs. Macomber), Jesse, John C., who died when three years old, and Edna. David D. Drummond, vice-president and superintendent of the Scoville Iron Works, was born in Glasgow, Scotland, August 21, 1860, son of Robert and Agnes (Frazer) Drummond. His father, who was a skillful mechanic, was born in Scotland in 1819, and died in Kansas in 1882. His mother, also of Scotch nativity, was born in 1824, and died in Chicago in 1889. The family came to the United States and direct to Chicago in 1868, and Mr. Drummond was educated in the city schools. Later he served a thorough apprenticeship to the trade of machinist in the employ of the firm of Frazer & Chalmers, with whom he remained from 1877 to 1881. In 1883 his ability and experience were recognized by his employment as a draughtsman by the concern

with which he is now so prominently connected. Two years later he took charge of the shop as foreman; in 1886 he became its superintendent, and since the incorporation of the company he has been its vice-president and superintendent. As an evidence of his high skill as a mechanic, it may be stated that he is a member of the American Society of Mechanical Engineers, as is also H. H. Scoville. In politics he is a Republican. He was married in 1883 to Miss Kate E. McMillan, a native of Philadelphia, who has borne him a son named Douglas J.

Frank B. Macomber, secretary and treasurer of the Scoville Iron Works, was born in Sterling, Ill., a son of L. F. and Mary A. (Rundlett) Macomber. The family came to Chicago in 1883, and the father is connected with a prominent business enterprise. Mr. Macomber was educated at Sterling and at Chicago. In 1885 he entered the employ of Sargent, Greenleaf & Brooks, with whom he remained two years. During the succeeding two years he was in the employ of J. C. Vaughan, the seedsman. In 1889 he became connected with this concern and since its incorporation has been its secretary and treasurer. In this responsible position he has manifested a high degree of business and executive ability, and has contributed not a little to the success of the enterprise. He was married in May, 1889, to Miss Anne Scoville, daughter of H. H. Scoville, Jr., and has a daughter, Ruth, born in June, 1890. In politics he is a Republican.

Rice Engine & Boiler Company, 43 to 49 South Canal Street, is engaged in manufacturing the "Kriebel" steam engines, for stationary, marine and hoisting work, and the "Triumph" boilers for hot water heating, steam heating and miscellaneous purposes. The merit of these articles is well known, and there is an established trade in them in different sections of the United States, and some foreign demand for the goods. The company also handles a general line of engines and boilers, and trimmings for both. Its officers are Frank L. Rice, president, and Louis S. Rice, secretary. Quite a number of men are given steady employment by the company, and its plant is both well arranged and complete.

McGregor & Co. Very few of the devices of humanity have had more lasting or vital effect upon civilization than the utilization of steam as a motive power. It seems almost incredible that, although the propulsive force of steam was known more than 2,000 years ago, the utmost skill of mankind through the centuries down almost to the present day could find no method to apply its powers to the practical working of implements and machinery. And since this result has been accomplished the gigantic machinery of civilization, so to speak, has been revolutionized. The steam engine is as much the wonder of the modern world as the temple of Diana at Ephesus was the wonder of the ancient world. But the jump from the first successful steam engine to the titanic engine of to-day, with its marvelous mechanism and power, its wonderful perfection as a unit of force, and its surprising avoidance of the fixed obstacles to perpetual motion, is almost as great as the distance separating the ancient condition from that succeeding the first application of steam. Thousands of practical minds,

each evolving a definite beneficial result and working at different places and times, have produced the great modern engine.

Since the first engine, less than 200 years ago, they have multiplied in number by tens of thousands, have taken every conceivable form, assumed a strength of extraordinary magnitude, and gone to every nook and corner of the world. No land is without them. They have pierced the heart of the Dark Continent, have secured a lodgment on the distant isles of the Pacific, have descended the valleys, gone down into the earth, and climbed the mountain heights. They save bone, sinew and life-blood, help to dignify labor, lower the aristocrat, elevate the plebeian, and assist in shedding the sunshine of ease, refinement and happiness upon all the tribes and conditions of men.

It is a study of great benefit to visit one of the large houses where engines are improved and kept for sale. Chicago, great in everything in the line of improvement, is not wanting in large houses that make a business of dealing in engines. One of the strongest in the city and in the West is that of W. McGregor & Co., with offices at 53-55 South Clinton Street, and 44-48 South Jefferson Street. They manufacture and deal in steam engines, boilers, saw mills and general machinery and second-hand machinery, being at present the only dealers in the latter in Chicago. Like many of the most reputable and substantial business men in the city, Mr. McGregor is a native of Scotland, where he was born March 11, 1827. He comes of that famous Scotch family, known all over the world, and known best and honored most in the "Land o' Cakes"—that family the members of which require no other passport to honor and renown, or to any charmed circle, than the historic declaration, "My name is McGregor." He came to the United States in 1843, locating first at Newburg, N. Y., where he served an apprenticeship at the machinists' trade.

After varying fortunes and experiences, having thoroughly learned his trade, he came, in 1867, to Chicago, and at once engaged in the business of buying and selling second-hand machinery on a small scale at the outset. For ten years his shop was situated on the northwest corner of Canal and Washington Streets, and then for five years at 23 South Canal Street, since which time he has occupied his present location. In 1890 the company purchased 425x200 feet at the intersection of Francisco Street and Carroll Avenue, the object being to concentrate eventually all their work at this point. They have now a large boiler shop, 60x150 feet, with a truss roof, well lighted from the roof and side walls, and here is established their boiler shop, foundry and machine shop. They give work to eighty men, of whom twenty-five are employed in the boiler shop. An office and salesroom will be maintained down town. The house is now doing a large business, having grown up steadily from small beginnings. They took out articles of incorporation in 1884, with Mr. McGregor as president and Peter Terwilliger (who had joined Mr. McGregor in business in 1871) as secretary and treasurer. They handle steam engines, steam boilers, steam pumps, iron lathes, iron

planers, wood planers, drill presses, shapers, molding machines, saw mills, feed mills, shingle mills, feedwater heaters, injectors, pulleys, shafting hangers, leather and rubber belting, iron pipe, iron and brass valves, and everything pertaining to machinery supplies. The company is one of the safest and most conservative business establishments in the city. Mr. McGregor was married in Newburg, N. Y., in 1850, to Miss Ann Wilson, who presented her husband with five children, four of whom are living: Douglas I., William G., Mary, now the wife of C. D. Willard, of Los Angeles, Cal., and Walter H. Mrs. McGregor died in 1876, and four years later Mr. McGregor took as his second wife Mrs. Emily Pike, of Bloomington, Ill., who died in Las Vegas, N. M., in 1886. Mr. McGregor is a Republican, and is a member of the Presbyterian Church, having been elected to the eldership, at the age of twenty-five years, in Newburg, N. Y. Douglas McGregor, the father of William, was born in Scotland and died there in 1849. After his death his widow, Mary (Shearer) McGregor, joined her children in the United States, and died at Waukesha, Wis., at the ripe age of eighty-four years. She was the mother of ten children, eight of whom are now living.

Peter Terwilliger was born in New York, June 4, 1836, and after reaching manhood came to Illinois, locating first at Aurora, where he remained for five years, then coming to Chicago. He early learned the trade of a carpenter. He chose for his wife Miss Sarah Mead, of Orange County, N. Y., in 1865, and they have one son, Ralph, who is now a member of the firm of Terwilliger & Cox, engaged in the fire insurance business. Peter Terwilliger's parents were James I. and Prudence (Knight) Terwilliger. The former was born in New York State in 1808, and died in Orange County, N. Y., in 1875. The latter was born in Sullivan County, N. Y., in 1817, and is yet living at Huguenot, Orange County, N. Y. Her ancestors, representatives of the English family of Knight, settled in Orange County, at an early day. The family of Terwilliger is of Holland Dutch extraction, and the first settlement of one of its members in this country was quite early in the colonial period of our history. Peter Terwilliger was reared and educated in Orange County, and was graduated from the Fort Edward Academy in 1855. His father was identified with the Delaware & Hudson canal, almost from its inception until nearly the end of his life, latterly as section superintendent. With this great inland improvement Peter Terwilliger was also connected for some years. In September, 1861, he enlisted in the Twentieth New York battery as first sergeant, and, after three years' service with that organization, helped to organize the One-Hundred-and-Sixty-eighth New York infantry, and was second lieutenant of Company G, in that regiment. He served gallantly until discharged in 1865, and, from first to last, took part in many hotly-contested engagements. He removed to Illinois in 1867, and from that time until the fall of 1871, was in the grocery trade at Aurora. In the spring of 1872 he came to Chicago, where he has since lived. He is an influential Republican and has been active in politics in Chicago since 1875.

Hart & Cooley Manufacturing Company. Though not one of the oldest, one of the most prominent and successful concerns of the kind in Chicago is the Hart & Cooley Manufacturing Company (works at South Chicago; office, suite 1108 Chamber of Commerce building), manufacturers of steel strips, plates and sheets, hot-rolled, cold-rolled and pickled, for blanking, stamping and drawing. This business was established in 1892, and the officers of the company are: Howard L. Hart, president and general manager; Norman P. Cooley, secretary and treasurer.

Howard L. Hart was born in New Britain, Conn., July 9, 1867, a son of William H. Hart, president, and, for about half a century, treasurer, of the Stanley Works, one of the oldest and best-known concerns in the United States manufacturing cabinet hardware. Mr. Hart's connection with this old and famous enterprise began in 1841, when he was nineteen years old, as secretary and treasurer, and he has seen its business grow from one employing ten men to one requiring the services of nearly a thousand. The family of Hart came from England, and has been known at New Britain, Farmington, and elsewhere in Connecticut since about the beginning of settlement in that State. Howard L. Hart was educated at New Britain High School, and intended to enter college, but was prevented by failing health. In 1883 he entered the establishment of the Stanley Company, with a view to learning the business, and was there employed constantly until 1892, rising to be general manager of the manufacturing department. In the spring of that year he came to Chicago, preparatory to the establishment of the business in which he has since been so successfully engaged. He was married, May 21, 1892, to Miss Bessie Stanley of New Britain. In politics he is strongly Republican.

Norman P. Cooley was born in New Britain, Conn., August 8, 1869, a son of Dr. G. P. Cooley, who was born in East Hartford, Conn., in 1829, and has been a prominent medical practitioner at New Britain for twenty-five years. He was educated at New Britain High School and at a popular institute at Williamstown, Conn. In 1887, with a view to learning the business, he became connected with the Russell & Irwin Manufacturing Company, of New Britain, founded in "the twenties," by F. T. Stanley and Norman Woodruff, and later incorporated under its present name, which is engaged very heavily in the manufacture of builders' hardware. He continued with that concern until 1892, thoroughly familiarizing himself with the operations of the concern in all their details, and then came to Chicago to help organize and put in operation the Hart & Cooley Manufacturing Company.

Messrs. Hart & Cooley are both practical men, and men of the highest order of business ability as well, and they have made of their young and important enterprise a most flattering success, which has been due in no small measure to the care they have taken in filling all orders and to the reputation they have gained for the absolute truthfulness of their representations. They furnish hot-rolled, cold-rolled and pickled steel strips, plates and sheets for blanking, stamping and drawing, of all

widths, gauges and tempers in coils, or cut to any required length. The different tempers supplied are: stiff, to be used flat; soft, to take square bend crossways of grain; extra soft, to take square bend both ways of grain, and for easy drawing and cupping; dead soft, for deep drawing; and high carbon for hardening. All soft tempers of their cold-rolled steel are annealed, and the customers of the company have come to know that, if, when writing for prices, they will send a sample showing the requirements of steel wanted, the company will quote on the cheapest temper and finish that will do the work. All soft tempers of its cold-rolled steel are annealed bright by their exclusive patented process.

Ambrose Plamondon. Like others who came West early in life and have "grown up with the country," Ambrose Plamondon, the founder and senior partner of the A. Plamondon Manufacturing Company, had a hard struggle at the outset of his career, about his only capital having been sturdy Canadian pluck and honesty of purpose, and no small measure of mechanical skill.

Mr. Plamondon was born in Quebec, Canada, in 1833, and, after receiving a liberal education, settled at Oswego, N. Y., where he learned the trade of millwright, and, in 1853 was married to Miss Cecilia Higgins. In 1856 he came West and superintended the building of the Ottawa Starch Works, at Ottawa, Ill., and later he erected several flouring mills in different Western States.

In 1859 a modest shingle was swung from a small wooden building on West Water Street, bearing the names of Palmer & Plamondon, millwrights. Mr. Plamondon was then twenty-six. His partner was also a young man. They had experience and plenty of ability and determination, but their total cash capital did not exceed \$1,000; but they quickly gained the confidence of the public through their good workmanship and prompt, business-like methods, and soon had all the millwright work they could do among the distilleries and grain elevators.

As the city grew in population and importance, the young and enterprising firm kept pace with its growth and prosperity, and from millwrighting its field of labor gradually extended to the manufacture of pulleys, gearing and shafting. In 1864 the firm moved into the quarters now occupied by the Plamondon Company, the increase of its business having made such a step imperative. In 1868 Mr. Palmer severed his connection with the concern, the style of which was then changed to A. Plamondon & Co., and that title was used until 1877, when the A. Plamondon Manufacturing Company was incorporated, with A. Plamondon as president; C. A. Plamondon as vice-president, and George Plamondon as secretary and treasurer.

During recent years, Mr. Plamondon has permitted the active duties of management to be assumed by his sons, who have in every way proven themselves worthy of the trust he has reposed in them. During the entire history of this enterprise there has never been a strike at the works, owing chiefly to the liberal policy of Mr. Plamondon and his associates toward their employees, and it may be stated as a fact still

more remarkable that there has never been a shut-down since the initial venture in 1859. Integrity, conservativeness and fairness are the governing characteristics of this company, and to their influence much of its success is doubtless attributable.

The A. Plamondon Manufacturing Company has a capital stock of \$150,000, and a surplus of \$75,000. Two hundred and twenty-five employes are comfortably sheltered in its 150x160 feet, four-story brick building, at 57-67 South Clinton Street, and 85x150 feet on Jefferson Street. The business is rapidly assuming such proportions that a removal will be necessary in the near future. In anticipation of this contingency, ten acres at Rockwell and Polk Streets, affording superior railroad facilities, have been purchased, on which a two-story pressed brick building, 385x400 feet, will be erected at an expense of about \$150,000. When it is completed it is intended to increase the working force of the enterprise to 500. The company will make a specialty of power-transmitting machinery, and the establishment will be one of the largest of its kind in the United States.

Mr. Plamondon is also president of the Saladin Pneumatic Malting Construction Company, a corporation organized for the purpose of erecting malt houses under a new and improved system; he is also president of the Chicago Pneumatic Malting Company, located at Harvard and Rockwell Streets, of which his youngest son, Alfred D., is vice-president.

Mr. Plamondon is well known in Chicago commercial and financial circles, and is popular in business and socially. He is a director of the Fort Dearborn National Bank, and is prominently identified with the American Society of Mechanical Engineers. Besides the three sons mentioned, Mr. Plamondon has two daughters, Mary Emily, wife of John H. Amberg, of Cameron, Amberg & Co., and Charlotte Jeannette, wife of that well-known surgeon, Dr. J. B. Murphy.

Cribben, Sexton & Co. Henry Cribben, senior partner and manufacturing manager of Cribben, Sexton & Co., a native of the Isle of Man, came to America in his youth with his parents, who located in New York State. There he was educated and early gained a practical knowledge of the stove business. He was for five years president of the Coöperative Stove Company, of Rochester, New York, and while a resident there represented his district in the General Assembly.

In 1872 he came to Chicago, and with James A. Sexton organized the firm of Cribben & Sexton, which, in 1880, was succeeded by that of Cribben, Sexton & Co., in which Henry Cribben, James A. Sexton and William H. Cribben are partners.

Mr. Cribben served his country as a soldier during the Rebellion, and rose to the rank of captain. He was captured at the battle of Cold Harbor, and was for nine months confined in Southern prisons, making his escape February 11, 1864, reaching our lines March 17, 1864. He is a member of the Masonic fraternity and of the Loyal Legion.

Col. James A. Sexton was born in Chicago, January 5, 1844, his parents having

come here in 1834 from Rochester, N. Y. At nine years of age he was thrown on his own resources, and at the age of seventeen became a soldier in the three months' service. He re-enlisted in Company I, of the Fifty-first Illinois, and was made sergeant.

In June, 1862, young Sexton was transferred to Company E, Sixty-seventh Illinois, in which he was promoted to a lieutenancy, and in August following a company was recruited under the auspices of the Young Men's Christian Association of Chicago, and he was elected its captain. This was Company D, Seventy-second Illinois.

He was in command of the regiment at the battles of Columbia, Duck River, Spring Hill, Franklin and Nashville, Tenn., and fought through the Nashville campaign. In 1865 he was assigned for duty on the staff of Gen. A. J. Smith, Sixteenth Army Corps, acting provost-marshal, and served until the close of the war, making for himself a brilliant record.

After the war he received a commission as first lieutenant in the regular army, but soon resigned, and became a cotton planter in Alabama. In 1867, leaving his plantation in charge of an overseer, he returned to Chicago, where he associated himself with John Jackson in stove manufacture, under the firm name of Jackson & Sexton.

This firm was succeeded by J. A. & T. S. Sexton, which was conducting business at 176 Lake Street at the time of the great fire of 1871. Not long after the organization of the firm of Cribben & Sexton, the increase of business justified the erection of spacious warerooms at 75-77 Lake Street. Soon thereafter followed the purchase of the McArthur Iron Works, on Erie Street, where the firm began the manufacture of stoves and gray enamel hollow-ware.

Col. Sexton takes an active interest in Grand Army affairs. He is a member of the Loyal Legion, the Union League Club, and the Veteran League, and is a Mason of high degree. He was postmaster at Chicago during President Harrison's administration.

William H. Cribben, junior partner and general manager of the sales department of Cribben, Sexton & Co., was born in Rochester, N. Y., June 7, 1855. There he was reared and educated, finishing in the high school, in which he took a graduating course. He came to Chicago with his father, and learned the stove business under his able direction.

He is a Mason and is identified with the other secret and social organizations. In the stove trade he is known as a man of much ability, thoroughly conversant with his business and all the conditions governing and affecting it. He was married in 1885 to Miss Annie Finlay, of Chicago, who has borne him two daughters.

Robert Tarrant. If success in business by upright methods measures a man's capabilities, then two business successes in a lifetime must reveal unusual abilities, if not a high order of genius. The more some men are crushed to the earth the more, like truth,

they rise again. Obstacles or opposition only kindles into flame their brilliance. The greatest orators need the magnetic stimulant of a thousand eyes before their transcendent eloquence bursts forth into iris-hued blossoms. Genius cannot be kept down. Some men make money at every turn of the hand. They are prosperous because they see and grasp that opportunity which knocks at every door. Robert Tarrant is incapable of living any life except a successful one. Reverses only stimulate his courage and clear his vision. He is a born leader, with brain large enough to see the truth, and character high enough to pursue only the noblest paths. A keen lover of home, of a retiring disposition, his greatest incentive to action has been the alluring sunlight of his fireside. When all his earnings were swept away in the great fire, before the embers had ceased to glow, new plans were mapped out and new hopes built up. He came to Chicago in 1856 from Saratoga Springs, N. Y., where for three years he had been engaged in the machine shops of the Saratoga & Washington Railway. The Empire State was the scene of his nativity, his birth occurring in Columbia County, January 10, 1832.

His parents, John and Eliza (Silvernail) Tarrant, were of English and Holland Dutch descent, respectively, and most worthy people. The father was born in 1802, in Manchester, that great English manufacturing city, where he became familiar with all the details of the manufacture of cotton goods. In 1815 he was brought to the United States by his parents, Anthony and Lydia Tarrant, and settled finally in Columbia County, N. Y. His death occurred in 1881 at Ballston Spa, N. Y., to which place he had removed in 1844. The mother of Robert Tarrant, a native of the United States, was born at Hudson, N. Y., in 1805, and died at Ballston Spa, N. Y., in 1884. Robert is the sixth of a family of four sons and five daughters, only five of whom are now living. He was educated at Ballston Spa, and at the age of seventeen years began serving an apprenticeship at the machinists' trade in that town, in what was known as the "Old Blue Mill," the proprietor of which at that time was Philip Waite. In this mill he labored for two years, and then, for the same length of time, worked at his trade, under instruction, at Schenectady, N. Y. In the spring of 1853 he went to New York City, and the following autumn ran up to Albany, where he remained over winter, going in the spring of 1854 to Saratoga, but coming, in 1856, to Chicago, then a struggling young city on the lake. The future of Mr. Tarrant and of the city was then full of promise. He secured employment at once at his trade with the Chicago, St. Paul & Fond du Lac Railway, the Chicago & Northwestern Railway, and until 1859 was the leading machinist of that railway. In the latter year he was offered and accepted the position of principal machinist of the Michigan Central shops, at Michigan City, Ind. Seven months later he returned to Chicago and took charge of the Chicago & Milwaukee Railway shops.

In August, 1866, he formed a partnership in the machine business with John Murphy, which association continued uninterruptedly, until the fire of 1871, without



G. L. McGregor

warning, swept away all their accumulations. When the embers cooled Mr. Tarrant had little left with which to begin anew the battle of life. But he went promptly to work with brain and hand, and soon was as busy as ever in his new shops, on the old ground at the corner of Michigan and North Franklin Streets. There he continued with great success until 1883, when he put up a new building, with a frontage of seventy-five feet, at 52-56 Illinois Street. Here he employs 170 hands. In 1885, finding that his machinery business demanded a better class of castings than the foundries of that time were able to furnish, he entered into a partnership with Mr. John Ramsay for the purpose of engaging in the foundry business, and together they have established, at Nos. 46 to 66 Indiana Street, one that is second to none in the city, and where are employed 150 men.

Mr. Tarrant is one of the oldest and most prominent of Chicago's active business men, and is one of the few living resident pioneer machinists of this city. Since the formation of that party, he has been a stanch Republican. He was made a Mason in 1864 in Cleveland Lodge, No. 211, of which he is now a life member. He is also a member of Washington Chapter and St. Bernard Commandery. In May, 1854, at Ballston Spa, N. Y., he was united in marriage to Miss Sarah Near, a native of that town, her birth occurring in 1837, and a daughter of David and Julia Near. He has two children living: Cora, now Mrs. F. W. Brodie, and Robert, Jr., aged fourteen years. The family is one of the best and most highly respected in the city.

George L. McGregor. The career of many men now at the head of a large business is a standing rebuke to those who seek to overthrow our institutions. These lives are vivid witnesses to the fact that, no matter from how humble a condition, a man of intelligence, industry and integrity, who obeys the laws with which he has to deal, may rise to the best for which his capacities may fit him. This is largely true of any country, even China, as its present prime minister's career may prove, but it is especially true in Britain, and most of all in America. Not only of one calling may this be said, but of all of them, and, as an example from the mechanical field, the career of George L. McGregor, the proprietor of the Locomotive, Marine and Stationary Boiler Works of Chicago, at 246-248 South Clinton Street, may be taken.

The McGregor name is a well-known one in Scotland, and especially in Glasgow, where James McGregor, the father of the Clinton Street manufacturer, resided when his son, George L., was born, and where he spent a large part of his life as a skilled workman in the art preservative of all arts. The aged printer removed to Chicago, the American home of his son, in later years however, and there passed away in the year 1887.

Of all European cities, none could be more favorable for a child's career than Glasgow, the beautiful western capital of bonnie Scotland, and from his birth there, on the 7th day of May, 1847, young George L. McGregor made the most of its advantages. The schools of the city, which are of a high grade, gave him a good education by the

time he was fourteen, so that at that age he entered upon his chosen trade with that Scotch thoroughness that requires an apprenticeship of five years to make a master in the art of constructing that important part of our engines in which the steam is created.

The name of America has a sweet sound to the ears of a young son of Scotland, and it lures many a bold and adventurous youth to its broad opportunities. So it did young McGregor when he reached his majority, in the year 1868, and of all the vast continent open to his choice, he sought out Chicago, where he has remained for almost a quarter of a century, two years of the interval having been spent in the city of St. Louis.

The young boiler-maker's promotion was steady and rapid. The first two years were spent in the Canal Street works of Peter Devine, when he was called to the foremanship of the Chicago boiler-shops of the great Pennsylvania Railway system, a position in which he spent three years. Leaving this Eastern system, he was called to a like position in the great Western railway system of the Rock Island Company, in whose service he was engaged for the next eight years.

These experiences had convinced him that the growing demands for steam power of a high grade was affording a fine opening for an enterprising, independent firm, so in 1882 he decided to open works of his own, devoted to a high class of boiler-making, in which his inventive powers might find larger fields for exercise. This resulted in his Clinton Street works, which, for the past twelve years, have steadily grown, until they now employ a force of from twenty to forty men. He has made some great improvements in the various details of boiler structure, among which may be mentioned his solid steel boiler brace, which is, at least, twenty-five per cent. stronger than the old form in iron, and has attracted the attention of trade papers. Mr. McGregor is a member of the American Boiler Manufacturers' Association, in whose proceedings he takes an active interest.

In politics he is a Republican, and his fraternal inclinations have led him to an interest in Masonry, such as to extend his membership to the higher order of the Knight's Templar in the local Chicago commandery.

In the year 1880, two years before he began independently as a manufacturer, Mr. McGregor was married to Miss Jennie, the daughter of the late David Bauld, who died in 1892, after a long service as chief engineer for the firm of Hannah, Lay & Co. Such careers as this are not only subjects for general admiration, but are to the younger men of this line an inspiration and assurance for the future.

Adolph Schoeninger. A fact not generally known concerning the commercial history of Chicago, considering its cosmopolitan character, is that to no foreign class is its present supremacy due more than to the men and women from the "Fatherland." Among those who have pushed their way to the front, and who are a credit to their native land, is Adolph Schoeninger, the well-known North Side manufacturer. A son



Adolph Schoeningerd

of Joseph A. and Anna M. (Ebele) Schoeninger, his birth occurred January 20, 1833, at Weil, an old free city in Schwaben, where he secured a liberal education by grace of the magnificent school system in vogue in Germany. While yet in early manhood, he became a clerk in the extensive dry goods establishment, at Rastadt, Baden, owned by David Gall, his mother's brother.

Beginning first as an apprentice and continuing through to the higher positions, until he became thoroughly conversant with this and kindred branches of mercantile life, he remained for seven years at Rastadt, and during that period witnessed much misery and inhumanity, following the dictatorship of Brentano. Partly for this reason, but largely because America opened a wider field for the advancement of energetic men, he determined to become a citizen of the United States of America. Hither he came, in company with a younger brother, in 1854, and for a number of years resided in the city of Philadelphia, where he acquired local prominence in a business and social way.

The peril of the nation from internecine war, created in his heart a love for his adopted country that before was unknown him, but so strong was this affection that he offered his services to the government, and served, faithfully, the cause of freedom as captain in a company of the Seventy-fifth Regiment of Pennsylvania Volunteers. In 1864, upon taking inventory of his worldly possessions, and learning that such consisted almost solely of a stout heart and rugged constitution, he came to Chicago, which has since been his home. After clerking a year, he started a furniture factory at the corner of Union and Desplaines Streets, but he was again stranded in 1866 by a devastating fire, which destroyed his property. Nothing daunted, however, he assumed charge of a small factory on the site of his present establishment, and by shrewd business methods extended his trade, year by year, until he has become one of the extensive and well-known manufacturers of the city, notwithstanding his meeting with serious loss in the great fire of 1871.

The Western Wheel Works, of which Mr. Schoeninger is president, is particularly noted for the excellent quality of the bicycles manufactured, which readily find a market in all marts where bicycles have a sale.

With a reputation unsullied, possessed of a keen intellect, of a courteous and companionable disposition, Mr. Schoeninger is one of the solid men of Chicago, and enumerates his friends by legion. To his marriage with Miss Augusta Riemann, which was solemnized in the city of Philadelphia, on January 20, 1857, one son and two daughters have been born.

The *Ætna* Iron Works. In 1850 John Clark established in this city an iron foundry on a small scale, locating his blacksmith and machine shop where the Cook County jail now stands, and in 1854 taking in his son Robert as a partner; and on that spot, for seventeen consecutive years, their business was transacted, growing and expanding steadily and profitably. It was the youth of one of the most successful enter-

prises of which the city can to-day boast. In the hands of such men and during a period of remarkable industrial prosperity, the enterprise could not be otherwise than successful. It was the experimental stage in the lives of the founders—an era of study, investigation and systematic work, a time when experts were produced from development and experience. It thus came to pass, when the first important change was made in the business in 1867, that the establishment already rested on a firm foundation, with high credit and reputation.

In 1867 John T. Raffin became associated with the Clarks in the concern, under the firm name of Clark, Raffin & Co., and with the additional capital he invested considerably increased the working capacity of the enterprise. The increase in capital necessitated an increase in ground and room space and accordingly a block of land was purchased at the corner of Kingsbury and Ohio Streets, upon which large and suitable buildings were erected. Upon entering their new quarters they adopted the trade mark of "Ætna Iron Works," a name ever since well known throughout all the West. Here they have continued until the present time. They have a frontage of 334 feet on Ohio Street and 100 feet on Kingsbury Street, a very convenient location near the North Branch of the Chicago River and on the line of the Chicago, Milwaukee & St. Paul Railway, with abundant facilities for shipping, both by water and rail. The great fire of 1871 totally destroyed their works, but within thirty days they had rebuilt on the same grounds, and had resumed business with greater capacity than ever. Since the fire, without interruption, their establishment has grown to its present enormous proportions. Their shops are thoroughly equipped with the latest appliances and machinery. The members of the company deserve great credit for their enterprise, business sagacity, activity and success. They manufacture all kinds of wrought and cast iron products for buildings, such as beams, girders, lintels, architectural columns, sill plates, jail works, stair railings, platforms, gratings, vaults, sidewalks, etc., etc., and their trade is very extensive and remunerative, aggregating \$400,000 per annum.

The following list of buildings, among many others, in which their iron has been used shows the character and extent of their trade: Chicago Opera House, Cook County Court House, Columbia Theatre, Academy of Music, Hooley's Theatre, Criterion Theatre, Church of the Covenant, Commercial Bank Building, Standard Theatre, Willoughby Building, Adams Express Building, Illinois Bank Building, Meriden Britannia Company's Building, Rialto Building, Tossetti Brewery, South Congregational Church, West Side Brewery and Hotel Leland, Chicago; Arrapahoe County Court House, Cheeseman Building, Denver, Colo.; Millard Hotel, Omaha, Neb.; Central Bank, Albuquerque, N. M.; United States Court House and Postoffice Buildings at Madison, Wis., Des Moines, Iowa, Cairo, Ill., La Crosse, Wis., Oshkosh, Wis., Macon, Ga., Denver, Colo., Clarksburg, W. Va., Port Townsend, Wash., and Fort Wayne, Ind.; Cobb & Hovey Building, New York; Commercial Building,

St. Louis, Mo.; Myar's Opera House, El Paso, Tex.; State Reformatory, St. Cloud, Minn.; Globe Building, St. Paul, Minn.; Palladio Building, Duluth, Minn.; Wells, Fargo & Co.'s Building, El Paso, Tex.; Merrick Building, El Paso, Tex.; Maier & Zobelin Brewery, Los Angeles, Cal.; C. K. & N. Railway Depot of Topeka, Kan., and Horton, Kan.; and Adams Building, Kansas City, Mo. The individual members of the firm now are Robert Clark, John T. Raffin and William Currer, the latter, a trusted and able book-keeper, having been admitted to the partnership in 1881.

John Clark, the founder of this establishment, was a blacksmith and machinist by trade, and was born at Carmyle, Forfarshire, Scotland, in November, 1800. His father was also John Clark, who passed his entire life in Scotland, dying there, aged about seventy years. In 1849 John Clark, father of Robert, crossed the ocean in the sailing vessel *Conrad*, with his family, landing in New York, thence proceeding on the Erie Canal to Buffalo, where they took the steamer *New Orleans* for Chicago. The vessel was wrecked on Lake Huron, and, after a week's delay, the family, which had escaped injury, continued on to Chicago on board the steamer *Globe*, arriving here June 14, 1849, and locating at the corner of Illinois and La Salle Streets. From the date of his arrival until 1852, Mr. Clark worked at his trade for other people, but at the latter date began business for himself at 70 North Clark Street, where and when the present concern was founded. He continued business, as elsewhere described, until the night of October 9, 1871, when Chicago was destroyed by fire, at which time he mysteriously disappeared, and to this day his fate is unknown to his family and friends. He was an excellent business man, thoroughly practical, possessing all the Scottish characteristics of hardihood, persistence, economy, industry and honesty. He it was who founded the present establishment and conducted it to a high point of success, and to him as much as to any one else is due the sterling reputation of the *Ætna Iron Works*. His wife, Miss Margaret Melville, to whom he was married in 1824, was also a native of Scotland, born in 1797 and dying in Chicago in August, 1870. Himself and wife were earnest and active members of the Presbyterian Church, he being for many years an elder.

Robert Clark, the senior member of the present firm of Clark, Raffin & Co., though clearly a practical mechanic, having traveled industriously from the bottom of the ladder to the top, has found time, nevertheless, to cultivate his taste for literature and art and often to cast aside the perplexities of business and renew his youth in social gatherings at summer resorts. His intellectual attainments have led him into the field of authorship and into prominent and active work for the cause of local education. Having spent thirteen months with his family, during the years 1884 and 1885, in traveling through Europe, he wrote and published, on his return, for private distribution, an interesting volume entitled "*From Chicago to Naples and Return*," a work full of spicy suggestions, close observation and rich scraps of history. Since then he has written other works, among which are "*Volcanoes*," "*Scottish Ballads*,"

"Ten Days in Yellowstone Park," "History of Mackinac," etc. All of these products show unusual versatility, lively fancy, quick and responsive sentiment, keen observation and a fine and artistic style of presentation. He seems to have written these books purely from a love of art and fondness for the refreshing mental exercise.

He has done much for education in Chicago and Cook County. From 1869 to 1870 he was a member of the City Board of Education; from 1872 to 1874 a member of the County Board of Education, and was re-elected to the latter position in 1879. In these high positions he displayed his sound intelligence, ripe and systematic experience and exceptional executive ability. In addition to all these he has taken a bath in local politics, and come out both clean and dry. As an uncompromising Republican, he was elected in April, 1865, city councilman from the Sixteenth Ward, now a portion of the Twenty-fourth Ward, and served with credit for two years. In 1870 and 1871 he served as supervisor of the North Town of Chicago, acquitting himself with distinction. He has been prominent likewise in many other fields. For three terms he was president of St. Andrew's Society and was three times chief of the Old Caledonian Club. As a member of the Masonic order, he affiliates with Covenant Lodge, Corinthian Chapter, St. Bernard Commandery, and with the Mystic Shrine, having attained the thirty-second degree. He is also a member of the Union Veteran League, and of the Fullerton Avenue Presbyterian Church. He resides in a beautiful home at Edgewater, and spends a few months of each summer, with his family, in his cozy cottage on the Island of Mackinac. On April 11, 1854, he was united in marriage to Miss Esther McNeil, a native of Canada, her birth occurring at Blackhawk in 1836. They have one child living, Grace D. Clark.

Although Mr. Clark is one of the most prominent of Chicago's representative business men and one of the most honored of her social favorites, yet he has not reached his exalted position without having had to encounter many wearing trials and overcome many exacting duties and hardships. He was born in Arbroath, Forfarshire, Scotland, April 10, 1829, and in that vicinity grew to manhood and was educated, finishing at the Arbroath High School. At the age of twenty he came, with his parents, to the United States, and soon after his arrival in Chicago, June, 1849, entered the employ of P. W. Gates, with whom he remained for five years, or, until he formed a partnership with his father, in 1854, under the name of John Clark & Son, in the blacksmith and machine business. He had served previously, in Scotland, an apprenticeship of six and a half years with a blacksmith and machinist, and had worked for some time for the Wallace Foundry Company of Dundee. He was thus thoroughly fitted for the pursuit he undertook with his father in 1854. Since that date his business is a part of the history of the company with which he is associated, to be seen elsewhere in this volume. As a representative American he stands very high, and richly merits his good name and ample fortune. The great distance between his humble beginning and his present proud position can be easily bridged when his honesty, industry, intelligence, affability and illustrious character are known.



Yours truly
A. D. Leable

CHAPTER XIII.

SKETCHES OF MANUFACTURERS.

Chicago Cottage Organ Company. Herman D. Cable, son of Silas and Mary Cable, was born in Walton, Delaware County, N. Y., on the 1st day of June, 1849. His parents were natives of Connecticut, and descendants of the early settlers of New England. Both families moved to New York State, where the paternal grandfather of our subject was one of the earliest settlers of Delaware County, and his maternal grandfather built the first grist mill in the county, which enterprise was highly appreciated by the farmers of the surrounding country, as is attested in the "History of Delaware County," written and published by the late Jay Gould, who was also a native of that county.

This work, of which Mr. Cable owns a copy, is owing to the fact of the prominence of the author and publisher and to his earnest endeavor to suppress the entire edition, exceedingly rare, and has on that account a considerable pecuniary value. Mr. Cable's father was engaged in both agricultural and commercial business, and bore an enviable reputation of the highest integrity.

Mr. Cable's first school days were at a country district school, and at an early age entered the academy of his native town, and later attended the Delaware Literary Institute, at Franklin, N. Y.

He passed through the different grades of this school with marked distinction, and then, feeling a desire for direct contact with the business world, went to New York City, where he entered the employ of the great book publishing house of A. S. Barnes & Co. At first he was engaged as correspondence clerk and later he represented the interests of the house on the road. By strict attention and steady application to his work he soon gained the entire confidence of his employers, and they trusting implicitly in his adaptability and faithfulness, and the excellence of his judgment, in 1870 he became connected with their branch house in Chicago.

In this position he remained for ten years and his success in it was highly gratifying to his employers and himself. Then seeing that a much greater success was to be gained in a manufacturing business, he resigned in 1880, and organized the Chicago Cottage Organ Company. The beginning of this company was small, but it has since been constantly growing, and now the enterprise is capitalized for \$1,000,000. Mr. Cable at first assumed the position of treasurer of the company, but did not remain in that position long, for he was soon elected president, and has since occupied that position, and has guided the company on to its unparalleled success.

Mr. Cable is a member of the Masonic fraternity, and a Knight Templar; a member of the Country Club of Evanston, and the Union League Club of Chicago. Politically, he is a Republican, but takes no further interest in politics than the casting of his vote for that party, which, in his judgment, will best serve the interests of the public.

In 18— Mr. Cable was united in marriage to Miss Alice A. Hutchins, of Chicago, a daughter of one of our well-known physicians, and three children have blessed the union and add much to the brightness of their beautiful home at Evanston.

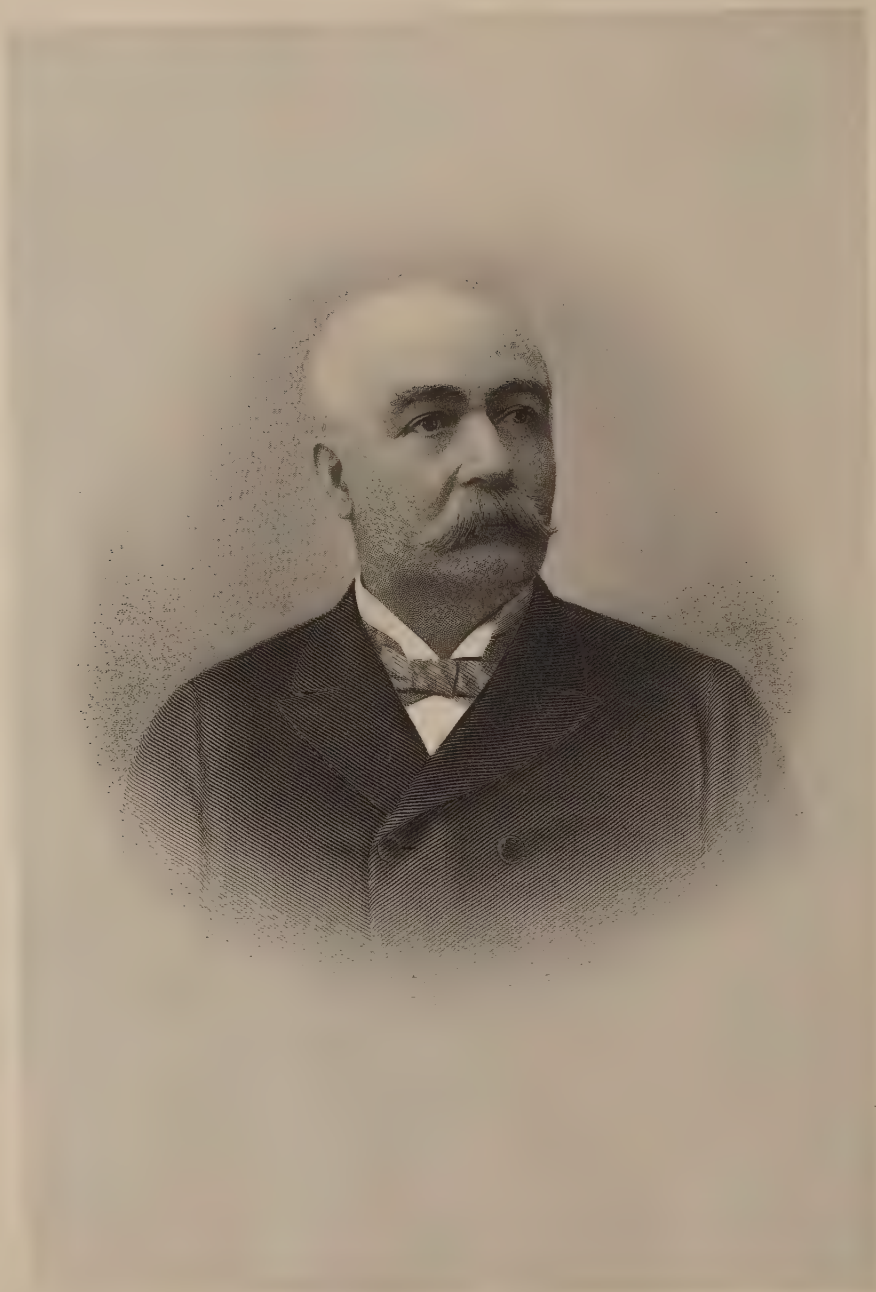
As a man and a citizen, none stand higher in the community than does H. D. Cable. In every public enterprise he is a staunch worker, and a liberal contributor, and in private charity no appeal is addressed to him in vain. His success in the business world has been remarkable, and can only be fairly judged by the following brief history of the organ and piano industry with which he has been connected:

The history of the organ antedates that of the piano by several centuries. As far back as classical times literary allusions were made to wind instruments, involving the use of pipes, and channels, and reservoirs of air. Later notices do not make the construction and operation of early so-called "organs" clear to the reader. The first keyboard is said to have been introduced into the organ in the cathedral at Magdeburg about the close of the eleventh century. As to the precise time and conditions under which the keyboard assumed its present form nothing is known. The reed organ is an American invention, by Aaron M. Peasley, about 1818. The earlier forms of this instrument were called "seraphines" or "melodeons." American ingenuity has produced an instrument superior to all others, and great numbers of this class of organs are exported. Formerly it was a custom of kings, princes, and nobles, who were students or patrons of music, to keep large collections of musical instruments, some of them embracing about every important kind then known, and to keep them, too, not for mere ornament, but to be played upon, and thus contributed their share toward the entertainment of guests, and to furnish the domestic and festive music of their courts. It was to keep such a collection in playing order that Prince Ferdinand de Medici employed Bartolommeo Christofori, a Paduan harpsichord maker; and it is to that man of genius that credit is given for the invention and production of the pianoforte. In 1709 Christofori had completed four-keyed psalteries, with soft and loud, three of them being of the long or usual harpsichord form. The most ready suggestion of a pianoforte would have been a dulcimer with keys, and it may be supposed that there had been many fruitless attempts to put a keyboard to a dulcimer, or hammers to a harpsichord, before Christofori successfully solved the problem. To this ingenious experimenter the pianoforte is indebted, not only for its power to play piano and forte, but for its infinite variations of tone. Hence, it appears that the pianoforte was produced by Christofori, practically completed in all its essential principles.

He died in 1731, and it does not appear that he founded a school of Italian pianoforte making. Though Frederick, an organ builder and musical instrument maker of Gera in Saxony, is said by German writers to have invented the square or table-shaped piano about 1758-60, no square piano of his make is known to be extant, but there is a Frederick "upright grand" which bears date 1745. Germans appear to have done much from this time on toward the development of the pianoforte. The first square piano made in France is said to have been constructed by a young Alsatian, Sebastian Erard, in 1776. Ten years later Erard went to England and founded the London manufactory of harps and pianofortes bearing his name. Quite early in our history the pianoforte maker established himself in America. In 1833 Conrad Meyer, of Philadelphia, was successful in producing a single casting resistance frame which he applied to a square piano, which was exhibited at the Paris Exposition in 1878. Meyer's idea was improved upon by a Boston inventor, who applied it also to the grand piano and established by it the independent construction of the American pianoforte. The chief centers of pianoforte trade in Great Britain and Europe, are London, Paris, Berlin, Leipsic, Dresden, Stuttgart, Hamburg, Vienna, St. Petersburg and Brussels. Those of the United States are New York, Boston, Chicago and Baltimore. More than 75,000 pianos are made annually in the United States. The manufacture of musical instruments in the West has during the past few years, grown with remarkable rapidity. Eastern manufacturers have been accustomed to say that it would be a long time before thoroughly high-grade instruments would be made in the West, and for some years their assertions had considerable weight with the public. It is now universally conceded not only that Chicago is making first-class instruments, but that by the amount of capital invested in their manufacture here, by the high character of the men concerned in it, and by the tendency of the business to concentrate here, Chicago bids fair, at no distant date, to rank as the musical instrument manufacturing center of the United States. The development of this branch of industry in Chicago is well illustrated by the work and progress of the Chicago Cottage Organ Company, which is one of the most prominent music trade institutions in the country. It is but little more than a decade since the advent of its managers in the music trade as manufacturers, and now, when the corporation is rated in the million-dollar scale, it is profitable to contemplate the enormous business that has been evolved by it in such a short time. The natural inference to be drawn from the success of this concern is that when those at the helm start to accomplish any given end, they never cry halt until that object is accomplished. The number of manufacturers in their line is quite large, and the operations of some of them date back from thirty, forty and fifty years, yet this company, scarcely in its teens, can substantiate its claim that it manufactures one-fifth of all the reed organs made in the United States. Its factories turn out a Chicago Cottage Organ every nine minutes, and it is the only company on earth capable of

such a feat. Those instruments have proved themselves to be as near perfection as human skill, and ingenuity can make them. The great satisfaction they have given to purchasers and the unqualified endorsements they have received from eminent musicians determine their status beyond question. While building up this enormous business in the manufacture of organs, the company interested itself in the wholesale piano trade, and of course made it an unqualified success. It may thus be seen that the company not only distributes immense numbers of organs every year, but that its piano business is also a gigantic affair in itself, even without considering its manufacture of the Conover piano, at all.

The argument so long directed against the possibility of Chicago soon taking rank as the seat of manufacture of high-grade pianos, was that the medium grade instruments are more easily disposed of in the West. There is very likely not a piano maker in Chicago but will claim that he makes the very best instrument, but be that as it may, the Conover piano is now a Chicago piano, manufactured by Chicago capital, and is being pushed forward with all the energy of successful Chicago business men. The Conover piano manufactured in New York was a first-class instrument, according to universal concession, and the Conover piano manufactured in Chicago is even better, wherever improvement is possible. Early in 1892 the Chicago Cottage Organ Company bought the patents, patterns, and everything appertaining to these widely known pianos, and removed the entire establishment to Chicago, where a new plant was provided for their manufacture. The pianos made by this company are all that experience, skill, money and material can produce, and the result is a piano excellent in construction, unsurpassed in action, and beautiful in appearance, possessing great purity and power of tone and a delicacy and precision of touch heretofore unattained. At the warerooms of the company, 215 Wabash Avenue, are handsome specimens of the Conover grand piano, encased in English oak and mahogany. It is a beautiful instrument, of liquid tone, immense volume, delicate action and a scale as even as one could desire. In design and finish it is in harmony with its remarkable tone. Under the supervision of the Chicago Cottage Organ Company the future of the Conover piano is most promising and will represent the best effort and the highest achievement in the music trade of the world. A more notable illustration of the exercise of American energy, ability, integrity and superior skill, has never been known than that exhibited by this enormous piano and organ company, which has achieved an international reputation, and by its able management and steady development has secured to Chicago the supremacy as regards the manufacture of a superior grade of pianos and organs. The great capacity of this company is tested to its fullest extent, supplying an unparalleled trade extending throughout the American continent. Its skill and energy merit the appreciation of everybody, and have been the chief factor in the development of an industry of international importance.



Wm H. Shaw

This new departure simply adds another branch to the already large institution; but it is not substituted for anything before in hand. That is to say, the pianos already being handled at wholesale by the company with such wonderful success will be sold as before and receive the same energetic, business-like treatment. Their sales will be as carefully and thoroughly watched and fostered as though each instrument was the only one carried.

The organization of the house and the diversity of its interests, permit this. And thus the Chicago Cottage Organ Company again demonstrates its high position in the music trade. It has put itself, in a few years' time, into history as the largest manufactory of reed organs in the world. It is evidently looking for new worlds to conquer, and, with its perfected organization, now seems determined to also be known as the largest manufactory of pianos in the world.

William Walden Shaw, of the Dake Bakery, Chicago, Ill. The origin of the Dake Bakery, which is now one of, if not the principal branch of, the American Biscuit & Manufacturing Company, dates back to 1861, when J. M. Dake rented quarters in the rear of McVicker's Theater, and there laid the foundation of a great and useful industry in this western city. Prior to that date he was a partner of O. Kendall & Sons, who owned a bakery at the southwest corner of Dearborn and Washington Streets, the interests of whom he purchased and subsequently admitted C. L. Woodman into partnership. This partnership continued until Mr. Woodman retired to establish a bread, cake and pastry manufactory, leaving Mr. Dake to carry on the manufacture of crackers. In the fall of 1868 Mr. Dake, finding the Mechanical Bakery Company a formidable rival, succeeded in getting control of its works and thereby shutting off competition from that quarter. That company, in 1857 or 1858, erected a large building on Clinton Street, south of Lake Street, and therein placed a \$40,000 Berdan cracker oven, six common ovens and other valuable machinery, which enabled them to do a very successful business during the Civil War. Some of the best citizens were connected with this enterprise; J. T. Ryerson, Rumsey Brothers, B. W. Raymond, E. C. Larned and others, being the principal stockholders, Henry C. Childs was superintendent, and W. W. Shaw (now of the Dake Bakery) was chief book-keeper. The works were operated by Mr. Dake for a very short time, when they were finally closed down and the majority of the employes transferred to his own bakery, where they were found in 1871, by the great fire, two years and four months after the death of its successful founder.

The executors of the late Mr. Dake sold the bakery to a company composed of E. Nelson Blake, F. M. Herdman, Samuel B. Walker and Kilby Page, who carried on the business under the firm name of Blake, Herdman & Co., until 1870, when F. M. Herdman retired and W. W. Shaw was admitted as partner. The new firm name was to be decided by tossing up a cent, "heads" to favor Blake, Walker & Co., the reverse Blake, Shaw & Co. The former won, and as Blake, Walker & Co. it was known. On

the morning of October 9, 1871 (a day never to be forgotten while Chicago lasts), their building, machinery and stock were destroyed by the great fire, which also swept away the branch factory on Dearborn and Illinois Streets (then being run by them), their total losses amounting to over \$100,000. The fire, however, did not destroy the reputation of the firm, and, leasing ground from C. B. Goodyear on Clinton Street near Lake Street, for a term of ten years, a building was erected, and on January 1, 1872, the bakery was in full operation and doing a very extensive business. In April, 1875, C. H. Marshall, who had previously been one of their traveling salesmen, was admitted as a partner of the firm, the progress and prosperity of which, from the year 1872 to the year 1880, was phenomenal. About 1878 Mr. Walker retired; Mr. Shaw increased his interest to be on an equality with the senior partners, and the name and style of the firm was changed to Blake, Shaw & Co. In July, 1878, Mr. Marshall retired, and in 1881 the four-story and basement building, 80x200 feet, on Adams and Clinton Streets having been completed, was opened as one of the greatest biscuit manufactories in the United States. On March 1, 1884, Mr. Marshall repurchased an interest in the firm, which was followed in 1885 by the retirement of Kilby Page, who left E. Nelson, Blake, W. W. Shaw and C. H. Marshall to carry on the industry. No further change took place until 1889, when the Dake Bakery Company was incorporated, with E. Nelson Blake, President; C. H. Marshall, Vice-President, and W. W. Shaw, Secretary and Treasurer. On January 1, 1890, Mr. Shaw purchased the interest of Mr. Blake in this company, and in June following, the American Biscuit & Manufacturing Company having been incorporated, with a capital stock of \$10,000,000, the Dake Bakery Company was consolidated therewith. This great corporation embraces the leading bakeries of the Western States, as shown by the following list: Dake Bakery, Bremner and Aldrich Bakeries, Chicago, Ill.; Johnston Brothers and Carpenter-Underwood Factories, Milwaukee, Wis.; Mason Brothers Factory, Aurora, Ill.; Lillibridge-Bremner Factory, Minneapolis, Minn.; Priedeman-Lewis and Berrisford Factories, St. Paul, Minn.; B. Wild Factory, Fond du Lac, Wis.; Eagle Steam Bakery and Roddewig-Schmidt Factory, Davenport, Iowa; Albee Bakery, Dubuque, Iowa; Garneau Bakery, Omaha, Neb.; Jones-Douglas Bakery, Lincoln, Neb.; Dozier and Manewal-Lange Bakeries, St. Louis, Mo.; Loose Brothers Factory, Kansas City, Mo.; Sommers-Richardson Factory, St. Joe, Mo.; F. W. Crocker Bakery, Denver, Colo.; Pueblo Cracker Factory, Pueblo, Colo.; J. T. Frost Factory, Memphis, Tenn.; Langles Factory, New Orleans, La.; Galveston Bakery, Galveston, Tex., and the New York Factory, which is one of the largest and most thoroughly equipped cracker factories in the world, its plant having cost over half a million dollars. W. W. Shaw, in addition to being one of the largest stockholders, is treasurer of the company, a director, a member of the executive committee, and manager of the Dake Bakery here.

The Dake Bakery has confined its attention to the manufacture of fine crackers, cakes, etc., and consumes from 40,000 to 45,000 barrels of flour per annum, its sales

extending all over the Central, Southern and Western States. This great business has been developed chiefly through the sagacity and close attention to business of the old firm of Blake, Shaw & Co. W. W. Shaw has had the general charge of its affairs (financially and otherwise) for over twenty years. In the management, however, he has been, and is ably seconded by an efficient corps of assistants, many of whom have worked with him and the old firm for nearly twenty years, some of them having grown from boyhood to be the heads of families while in its employ, and who could not be induced to sever their relations with this old reliable concern. This speaks volumes for the generous treatment accorded the employes, and could be pointed out to other concerns as a great object lesson.

William Walden Shaw (more popularly known as W. W. Shaw) was born at Swineshead, near the city of Boston, Lincolnshire, England, on the 14th of December, 1832. He is the eldest son of Robert and Rebecca Shaw, his father being a prosperous farmer at that well-known historical place. He received a sound, practical education at home, and in the fall of 1853, being desirous of seeking a wider sphere for his energies than his native island afforded, he emigrated to the United States, selecting Cleveland, Ohio, as his first field. Shortly after his arrival he succeeded in obtaining employment with a party surveying a railroad between Cleveland and Tiffin, Ohio, with whom he remained for a season, and in March, 1854, he filled the position of clerk in the freight office of the Columbus & Cincinnati Railroad. This position did not appear to him to open a road to the higher ones for which he felt himself fitted, and in August of that year he moved to Chicago, then, as now, a city of illimitable possibilities. Financial depression and the cholera scourge (which was raging to an alarming extent during that year) offered a cold welcome to the young visitor and his search for work was a cheerless task. His perseverance, however, was rewarded, for in the little flour and feed store of Potter & Vincent, then on the northwest corner of Canal and Randolph Streets, he found a position, in which he remained for three years. It was the introduction to his successful career. Shortly afterward he married Miss Mary Ann Harrison, also a native of Swineshead, England, who, along with a relative, had previously emigrated to this country and settled in Chicago. At her suggestion, he resigned his position with Potter & Vincent, and entered Bell's Commercial College as a student. After four months of hard study, turning the night into day, he graduated from that institution at the head of his class, and obtained the position of book-keeper in the Mechanical Bakery, the consideration for his labors being \$9 per week. For twelve years he remained with that firm and saw his salary grow from \$9 per week to \$2,000 per annum. When Joseph M. Dake leased the Mechanical Bakery, in 1868, and transferred the employes to his own bakery, he placed Mr. Shaw in charge of his office, as he thoroughly understood his integrity and ability in that direction. After the death of Mr. Dake, in June, 1869, the bakery became the property of Blake, Herdman & Co., who continued Mr. Shaw in the posi-

tion he filled with such marked ability. During the last two decades he has shared in the development of this great industry, and, as related in the history of the business, he has grown up with it to be one of its most enterprising owners and trusted employes.

Mrs. Mary Ann Shaw died in 1859 and Mr. Shaw with his son, William H. (now the owner of a valuable stock farm near Belvidere, Ill., where he resides), then four years old, visited England and for six months studied the people and conditions of his native land. Four years after his return to Chicago, and on March 1, 1863, he married Miss Sarah Elizabeth, daughter of Eli Bogardus, the famous broom corn grower of Belvidere, Ill. By her he has three children, Eli B., Robert and Walden W., who is now attending school, the two first named being associated with their father in the management of his immense business. Mr. Shaw is of a very pronounced and positive nature, wonderfully frank, very energetic and persevering, and a straightforward, upright business man. He is generous and kind-hearted; one of the most genial and enjoyable of men, and altogether a striking example of the few representative men of Chicago who have carved out their fortunes by natural ability, steady application and industry. He is a director of the Chicago Opera House and was for several years president of the Insurance Exchange Building, being the largest stockholder in both of these companies. Mr. Shaw resides at 385 Ashland Boulevard, which is one of the best and most comfortable homes on that popular street. In politics he is a most conservative Republican, although at all times he advocates and supports in the distribution of his suffrage the principles he believes to be just irrespective of party.

Last, but not least, this gentleman, whose very successful business career has been too briefly narrated in these pages, can be found every Sunday morning with his family at the Second Baptist Church, on Monroe and Morgan Streets, of which he has been a member during the last twenty-five years, at all times rendering substantial aid to the Christian work which has been so successfully carried on in that well-known prominent sanctuary, by the popular preacher, the Rev. Dr. William M. Lawrence, of whom he is a great admirer.

Ernest V. Johnson. To a Chicagoan who recalls the fact that his city furnished one of the greatest conflagrations the world has ever seen, there is always a thrill of pride in her present magnificent fire department, an institution whose excellence is due entirely to the impulse of that great catastrophe. But there is another fire preventive that grew out of that great disaster, of which Chicagoans ought to be as proud of as that which has running horses and clanging bells to call our attention to it. That stupendous disaster did many things of great moment to Chicago, but in nothing has there been greater achievement than in that sort of fire preventive known as fire-proof methods of construction, a discovery or invention whose wide use is due to the adaptation and development of it by the late eminent architect, George H. Johnson, and his son, Ernest V. Johnson, both of Chicago.



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E. J. Johnson

Of English blood, born in the city of Sheffield, England, in 1830, the late George H. Johnson was the son of Isaac Johnson, a hatter and furrier of that city. Gifted with talents in architecture, the young Englishman was thoroughly trained by an apprenticeship of three years, and began business for himself. After his marriage to a young woman of his native city, Miss Marie Salkeld, he came to America in 1852, and locating at New York became the manager of the Architectural Iron Works of that city. For the next ten years he designed and finished all the great buildings erected by this country in various cities of the United States, visiting Chicago among others and becoming much impressed with it. During the decade from 1862 to 1871, he made many great structures in various cities as an independent architect, and then went to Europe to make a larger study of continental architecture.

The great fire of October, 1871, brought him to Chicago, and on the 12th, as he beheld the smoking ruins, the idea of the hollow tile came to him, and since that day it has revolutionized building construction. From this time on, excepting a short time in New York and another European tour, he spent his energies upon tile fire-proof construction until his death in 1879. This makes him one of the most striking figures in the large number of notable ones in Chicago's architectural history. It was while he was still in his first American position in New York, the year before he was first sent to Chicago by his employers, that his son and successor, Ernest V. Johnson, was born on February 14, 1859. Young Ernest was educated in the common schools of Buffalo, Ernst Academy, of that city, and Cooper Institute, of New York City. When he was thirteen years old he also began an apprenticeship of seven years in the New York office of Stephens & Spilsbury, civil engineers. This thorough preparation fitted him to be of great service in his father's business, and at the age of nineteen he joined the elder Johnson in the metropolis of the West.

The firm of Johnson & Co. had George M. Moulton as the silent partner, and on the father's death a year or so later, Ernest V. Johnson took the place of the deceased member until the present reorganization was effected.

This latter was the Pioneer Fire-Proof Construction Company, which was organized in the year 1880, with a capital of \$400,000. Mr. Moulton was the president and Mr. Johnson the treasurer and general manager, the latter having had the management of the fire-proofing department, whose great plant at Ottawa, Ill., covers nine acres and has had an annual capacity of 50,000 tons of fire-proof tile. These great works were designed and built under Mr. Johnson's personal direction, and owe their efficiency to his skill.

In addition to these operations, Mr. Johnson's executive ability sought exercise in the organization of the Peerless Brick Company in July, 1889, a company of which he was chosen president. The following year, 1890, he was elected treasurer of the Great Northern Hotel Company, of Chicago, and also now serves as the president of the Hartford Deposit Company, owners of the building at the southwest corner of

Madison and Dearborn Streets. These are striking successes for a young man of but thirty-five years, and are significant of a career of great achievement.

Mr. Johnson is an active member of the Union League and Chicago Athletic Clubs, and is a Knight Templar of St. Bernard Commandery. He was married in July, 1888, to Mrs. Eva L. Brooks, of Philadelphia, Penn.

The Northwestern Terra Cotta Company has its offices at 1118 Rookery building and its manufacturing plant at Clybourn and Wrightwood avenues. Its officers are Gustav Hottinger, president; Henry Rohkam, vice-president; John R. True, treasurer; and F. Wagner, secretary. This concern began business in 1878 as a private firm, the partners being John R. True, John Brunkhorst, Gustav Hottinger and Henry Rohkam, and was incorporated under its present name in 1887, with John R. True as president and treasurer; Henry Rohkam, vice-president; and F. Wagner, secretary. Its products are terra cotta trimmings for buildings, both exterior and interior, and its annual business amounts to from \$600,000 to \$800,000 and affords employment to some 500 men the year round. Among the many notable structures in Chicago and elsewhere for which this company has furnished the terra cotta work may be mentioned the Rookery, the Masonic Temple, the Woman's Temple, the Chamber of Commerce building, the Pullman building, the German Theater, the Ashland block, the Chicago Hotel, the new Fair building and numerous others in Chicago; the Chamber of Commerce building and the Midland Hotel, Kansas City; Capt. Pabst's new office building, Milwaukee; the Equitable building and the New Opera House, Denver; the Equitable building, Atlanta, and the *Daily Oregonian* building, Portland, and it has filled numerous other contracts in all parts of the United States. It is one of the few establishments giving exclusive attention to the manufacture of terra cotta, and is the most extensive of its class in the world. Gustav Hottinger, its president, born in Vienna, Austria, in 1848, was there educated, studied art and there became an accomplished sculptor and did modeling which attracted considerable attention. He came to Chicago in 1869, and, finding no opening in his profession, and being determined to make his way in the New World, secured employment in a flouring mill, at which he worked for a short time. In 1871 he became an employe of the old Chicago Terra Cotta Company and was continued in its service until it retired from the field, and upon the organization of the Northwestern Terra Cotta Company he became prominent in its management and in due course of time succeeded to its presidency. From a poor mill laborer, in 1869, to the presidency of the greatest terra cotta manufacturing company in existence is a long step, yet it is one that Mr. Hottinger's force of character and great business ability has enabled him to take in a comparatively brief time, and he now ranks and associates with the leading business men of the city and is prominent in Masonic circles. He married Miss Catherine Rouse, of Chicago.

John R. True, treasurer, was one of the most prominent of the founders of this great concern. He was born in Maine in 1853, and was educated in the public schools of that

State. Coming to Chicago in 1872, he was employed by a prominent hardware firm until he resigned to engage with the Chicago Terra Cotta Company, with which he remained until he engaged in business for himself. There are few men anywhere who are more intimate with all the details of this branch of manufacture than Mr. True, and he is, besides, a man of affairs of much foresight, sagacity and conservatism, and has had no small part in bringing the Northwestern Terra Cotta Company to its present high plane. Before the annexation of the Town of Lake to Chicago, Mr. True was its city treasurer, and in that capacity his official acts were frequently commented on in a flattering manner. He has otherwise taken an active part in public affairs, is a Knight of Pythias and a Knight Templar Mason, and socially is widely known and highly regarded. He was married in 1889, to Miss M. Sohn, of Chicago.

Mr. Wagner was born in Bavaria in 1853 and was educated at a college in Nuremberg. He began business life as a draughtsman at Saginaw, Mich. In time he became a practical mason and was employed as foreman in the erection of several important buildings at Saginaw and Detroit. Later he was employed as architect or contractor until 1880, when he became head draughtsman for the Northwestern Terra Cotta Company. Since then he has been in turn superintendent of construction, outside representative in contracting and estimating, and secretary.

Hiram H. Belding. History and biography are sometimes inseparable. The story of the rise of the immense spool silk industry of Belding Bros. & Co. cannot be told except it give that of the life of the man most prominently identified with its growth in the West, and no sketch of the career of Hiram H. Belding can be written except it include much of the history of the development of the corporation referred to. The founder of any great industry contributes, directly and indirectly, in countless ways, to the comfort and well-being of thousands of his fellow-men, and any details of the life of such a man are read eagerly by all thoughtful men and women solicitous for the industrial progress, the political welfare and the general advancement of our American people, and the study of the career of such a man is invaluable to the young, inculcating upon them the paramount value of labor and stimulating them to that earnest and sustained effort without which no permanent success can be achieved.

Mr. Belding, one of the most conspicuous of the many western men whose enterprises have been expanded to proportions so vast as to attract to them the attention of the whole country, came of that Puritan stock which has given to America some of its greatest men in every walk of life. He was born in Ashfield, Mass., March 22, 1835, a son of Hiram and Mary (Wilson) Belding, and died in Chicago, April 20, 1890. His father was a man of fine natural endowments and a more than ordinarily liberal education, and was both a farmer and a merchant. His mother, a native of Shelburn, Mass., possessed great physical force, an indomitable will, a never faltering courage and the greatest nobility of character. From the one,

the son seems to have inherited an active mentality and a talent for business; from the other, a strong character and a perseverance of the most uncompromising kind. The father was naturally dashing and brilliant in business, and though reverses came to him at times, was usually quite conspicuously successful in his ventures and was altogether a man, who, had he lived in the present time, would have been at the head of enterprises of character and importance, and his example was such as to encourage his sons to the kind of endeavor in which they found the success of their lives. Through all the changes and troubles of their earlier years, the mother set them an example of patient perseverance and of unwavering courage which impressed upon them something of that heroic quality which enabled them to bravely withstand all trials and reverses and wrest success from conditions which would have brought disaster to men of different mold.

The boyhood of Mr. Belding was passed on his father's farm and in his father's store, and he was given opportunity to attend such schools as were taught near by during the winter months. Meantime Hiram Belding was making money quite rapidly, and when his son and namesake became sixteen years of age, was in possession of a comfortable competency for those days; but at this time, when he was too far advanced in life to begin business anew, the accumulations of his years of enterprise were suddenly swept away through some ill-advised investments, and this unfortunate occurrence seems to have been influential in early developing young Belding's self-reliant character. He resolved, boy though he was, to find some way to make some money to support himself, and to aid so far as possible in straightening out the affairs of the family. He did not stand long upon a choice of just what he should do; time was too precious for delay. He did whatever came to hand, did it enthusiastically, and did it thoroughly well. He worked for what he could get on the farms of some of their neighbors, and as opportunity offered, he went about the New England rural districts selling jewelry from house to house. That he was remarkably successful for one so young and with so little of the hard experience of life is evidenced by the fact that his earnings were sufficient to enable him to continue his studies and to add to his education in the academies at Ashfield Plain and Shelburn Falls.

The family removed to Michigan in 1855, where the senior Belding had purchased a goodly tract of wild land, a portion of which is the site of the present town of Belding, but the son remained in Massachusetts for another year, and at its expiration had a little capital to show for what he had done. He was constantly thinking of those who had gone to the then "new country," and it was not hard for him to come to the conclusion that duty required him to go to Michigan and aid his father and younger brothers to clear up some of the land and make a comfortable and self-sustaining family home upon it. Under the conditions which now surrounded him there was a constant demand for money and very little money was coming in, and at the end of a year he saw almost the last dollar of his little capital disappear. An

emergency had come in which it was absolutely necessary for the young man to get more money; and the fact that this crisis led indirectly to the founding of the immense silk manufacturing industry now operated by the firm of Belding Bros. & Co., is but another illustration that events apparently insignificant, except as to the present are pregnant with untold influence upon the future.

Again young Belding "took to the road," but this time it was not jewelry he sold, but sewing silk and needles, and here began his connection, most humbly and obscurely, with the business which has made the name of Belding known in all civilized lands, and in this new venture his brother, A. N. Belding, engaged at the same time. The necessity that Mr. Belding should do something has been clearly set forth. How it was that he engaged in the silk trade remains to be told. M. M. Belding, an older brother, who had remained in Massachusetts, was engaged in selling such goods to the trade in the larger towns. If he could make a success as a wholesale merchant in sewing silks and needles, surely the younger Beldings might hope to do something in a retail way in the same line, and they were shrewd enough to know that in that new country they could obtain for what they could sell much more than the retail prices which obtained in the older East, where stores were more numerous and competition consequently keener in all lines. They obtained a small stock from their brother and went in debt for it. They sold it to advantage and were soon able, not only to pay for this, but to buy for cash in larger quantities. Through the scattered villages of Michigan, northern Ohio, Indiana and Illinois they retailed these goods, working the territory thoroughly from door to door. They succeeded beyond their greatest expectations. They had created a demand for these goods all through this country and in so doing had saved sufficient capital to enable them to supply that demand as wholesalers. Now they ceased to solicit the village housewives and began to solicit the country merchants, and for several years they had a profitable and constantly increasing trade. The opening of a wholesale establishment was only a matter of time, and of not a very long time at that, for in January, 1864, it was an accomplished fact. It was but natural that Chicago should have been chosen as the center of the trade and the base of the enlarged enterprise of the four Beldings; for the operations of H. H. and A. N. Belding in the West had so far overshadowed those of their older brother in the East that he and another brother had come with capital and business experience to join them in it, and when H. H., A. N., M. M. and D. W. Belding established their wholesale house at 54 Lake Street, they wrought a change in the western silk trade, which in time came to influence the silk trade of the world. This was the parent plant of the present widely known house, and the venture was a success from the very outset.

A wholesale store was opened by the Beldings in New York, under the supervision of M. M. Belding, the success of which was at once assured and was as decisive as that which had attended the establishment of the parent store. But the enter-

prise of these Yankee born brothers was only beginning to develop. It was not long before they began to manufacture their own goods. At the beginning they met with a heavy loss that would have disheartened men less sturdy. But the trouble came through an unfortunate business relation, and was in no manner chargeable to their new venture as such, and they persevered until their unquestioned integrity and their positive genius triumphed so markedly as to stamp the development of their enterprise as nothing less than phenomenal. Later they incorporated a company under the familiar style of Belding Brothers & Co., which is now rated financially with America's most celebrated manufacturing institutions. This corporation owns and operates no less than five great silk mills, giving employment to more than 2,000 operatives; and has well-established branch houses in every important city in the country. Twenty years was sufficient time to develop this vast business from its insignificant beginning by H. H. and A. N. Belding, as peddlers of a small and unpaid-for stock of silks and needles, into an immense manufacturing enterprise, whose operations aggregated more than \$4,000,000 per annum. It required an almost inconceivable amount of talent, work and perseverance to bring about this quite marvelous result, and it demanded a venturesome courage, that throughout their whole eventful career has stamped Mr. Belding and his brothers as innovators. They were the first silk manufacturers to go direct to the retail trade, they were the first silk manufacturers to establish a factory west of the Alleghanies, and they are the only silk manufacturers who have built up a live western manufacturing town bearing their name.

The story of this last achievement is scarcely less interesting than that which has been told, and H. H. Belding was the active factor in it. The pioneer Michigan farm, from which he and his brothers had long ago gone forth to sell silk at retail, during all his life claimed his allegiance and was regarded by him with much real affection, and from an early period in the success of the house he cherished an ambition to build a town which should include the old home site. When, at length, with the assistance of two of his brothers, he turned his attention practically to this project, he found located on a portion of the old tract, which afforded good water-power, a small saw mill and grist mill, about which clustered a few houses, but there was no village there, and it is doubtful if the locality as it then existed may be, except by courtesy, dignified by the modest title of hamlet. One good-sized enterprise would make a busy village out of the place, but Mr. Belding recognized the fact that a combination of industries would be necessary to transform it into a bustling manufacturing town.

No sooner was the village of Belding laid out than Mr. Belding began to organize manufacturing companies and locate factories there. The first was the Belding Manufacturing Company, of which he was elected president. Soon the Richardson Silk Company, now a very prosperous concern, erected its factory, and others followed

rapidly, among them the Miller Casket Company, Hall Bros.' Manufacturing Company and the Belding Land & Improvement Company, consisting of H. H., M. M. and A. N. Belding, was organized and exerted a most effective influence in improving the village and in inducing good people to locate there permanently. The Hotel Belding, one of the finest buildings of the kind in the State, was one of the many enterprises of the land company. A fine brick schoolhouse was built and churches sprang up here and there. Mr. Belding's enterprise was carried to so successful a consummation that he saw the town thriving and prosperous, with more than 3,000 industrious and prosperous inhabitants. Nowhere is he more sincerely mourned than in this busy manufacturing and trade center, this clean and orderly scene of industry and of contentment, which bears his honored name and most eloquently speaks of his career of struggle and triumph, which began here so humbly and is here commemorated so grandly.

Mr. Belding was one of the earliest members of the Union League Club and one of the founders of the Douglas Club, a social and family organization. In politics he was a stanch Republican, although he did not carry his convictions into the realm of partisanship. He was in the most patriotic sense of the word a public-spirited citizen and he took a lively and most helpful interest in the commercial, financial, educational, religious and moral growth of the city and was always especially solicitous for the purification and elevation of its government. In religious belief he was an Episcopalian and he assisted materially in founding St. John's Reformed Episcopal Church, of which he was always afterward, until his death, either warden or vestryman, and to the support of which and its numerous auxiliary interests, he contributed frequently and with the utmost generosity. He was married in April, 1864, to Miss Sarah Elizabeth Squire, of Cleveland, Ohio, a lady of many attractions, not the least of which are a culture and refinement which would insure her prominence in any social circle. They established themselves at once in Chicago, which has been the family home to this time. Theirs has ever been a bright and happy home, blessed by the birth of three sons and a daughter and shadowed only by Death, which snatched away the youngest son in infancy and cut down the loving and beloved husband and father just at the proudest point in a useful and well-rounded life.

Only the most salient attributes of a man's character may be mentioned in a paragraph. The character, as a whole, can be appreciated only by those who knew the man and knew him well. Mr. Belding possessed remarkable executive ability, unerring judgment, admirable tact and unbounded enthusiasm in any cause which enlisted his aid. Add to these a wonderful tenacity of purpose, a pleasing person, a winning address and the most unquestionable integrity, and it will be seen what characteristics contributed most to his worldly success. But there was another side to his character, the light of which shone out of his genial, generous and sympathetic nature most brightly round his own fireside and among his intimate friends. He was

eminently American; he was progressive and most liberal minded; he was, withal, charitable and toward all friendly, and he almost immediately won the esteem of any who became associated with him either in business or private life. Few of those of his time were so intimately identified with the industrial history of the West, and none others have so lived and labored as to deserve a higher place in the memory of Chicagoans than is accorded to him. The sons of Mr. Belding, William S., now manager of the Baltimore office, and Hiram H., connected with the Chicago office, are able business men. His daughter is the wife of Edward C. Young, a member of the firm. The officers of the company, in June, 1894, were: M. M. Belding, president and treasurer; D. W. Belding, vice-president; A. N. Belding, secretary; W. S. Belding, J. R. Emory, E. C. Young and W. A. Stanton, directors.

Edward C. Young, son of William H. and Lucinda (Ricketts) Young, was born at St. Joseph, Mo., March 1, 1862, educated in the schools of that city and subsequently taught school there for several terms. Studying law during his years in the teacher's profession he abandoned the study in 1883, and entered the military academy at West Point, from which he graduated in 1887. Remaining only a short time in the United States Army, he entered the employ of the Belding Bros., at St. Paul, Minn., the same year, and on January 1, 1888, located at Chicago. His marriage with Miss Mary E., daughter of H. H. Belding, took place April 5, 1888. This union met the thorough approval of the lady's father, who had faith in the business ability of the young graduate of West Point. He was not mistaken, for Mr. Young has been especially earnest and successful in continuing the work, as outlined by Mr. Belding, whose strong and consistent character could not fail to impress the son-in-law, as well as it did the sons. The firm of to-day, guided by the remembrance of his many noble qualities, have not allowed the great work he founded to languish; but, on the contrary, have and are extending it, planning their lives on the principles which made his so successful. To Mr. and Mrs. Young four children have been given, namely: William H., Elizabeth L., Alice B. and Edward C. The family, though young in years and in residence here, is well known in social circles, while in commercial circles Mr. Young has built up a reputation which would do honor to one of our oldest merchants.

Pioneer Fireproof Construction Company. This leader and pioneer of the manufacture of fireproofing materials of its class has a unique and somewhat remarkable history. Its inception was in the mind of George H. Johnson as he looked upon the smoldering ruins of the phoenix city as they lay on the morning of October 12, 1871. It occurred to Mr. Johnson that a system of hollow tiles arranged to protect iron beams and columns would tend very largely to prevent such a terrible disaster as was evidenced by these ruins before him. So he began experimenting, and soon after had the honor of erecting a building at the corner of Washington and Dearborn Streets, being the first fire-proof structure ever erected wherein the system of hollow tile con-



A. H. Hiser

struction was introduced, an event that was witnessed by a large number of city officials and prominent citizens.

His successes in the next few years led to his partnership with the well-known elevator builder, George M. Moulton, in 1877, in a firm devoted solely to the manufacture and erection of fireproofing material. They made hollow ware for floor, partition, roof construction and covering for walls and columns. Works were opened at Ottawa under the name "The Ottawa Tile Company," and their business made such stupendous strides that this, together with the death of Mr. Johnson and the succession of his son, Ernest V. Johnson, to his place, caused a total reorganization.

This was made in 1880 with the present title "Pioneer Fireproof Construction Company," a name that was historically true, for it was the first in this line. The officers chosen were: President, George M. Moulton; vice-president, A. T. Griffin; treasurer, Ernest V. Johnson, who was also general manager, and under whose designs and directions the great Ottawa works were developed, and secretary, Charles F. Eiker.

They at once began to make enlargements of their works, for the building interests of the whole country were becoming interested in this as the method of the future. In addition to its numerous victories it soon made even wooden structures substantially fire proof, and multitudes of miscellaneous uses for clay ware arose, even to street paving. Hollow-tile construction entered into about all the great buildings like the Rookery, Rand-McNally building, Pullman building, Chicago Opera House, Board of Trade, Rialto, Royal Insurance, Tacoma, Leiter building, Great Northern Hotel, Palmer House, Montauk, Fields, the Chamber of Commerce building and multitudes of others. The company's paid up stock is \$300,000, with large added surplus of earnings. Col. Moulton, the president, is of the great elevator building company of J. T. Moulton & Son, who have built so many of the great grain elevators of this country. He is a native of Vermont and is about forty years of age. He is president of several other large corporations and is very prominent in Masonic and military circles, being colonel of the Second Infantry, I. N. G. Mr. Griffin is a resident of Utica, in La Salle County, where he is a prominent leader, engaged in the manufacture of fire brick and sewer pipe. He is a native of Maine, and was born about the year 1840. Mr. Johnson, who was until recently identified with the Pioneer Company, is a son of George H. Johnson, the inventor of the system, and is a native of New York. He is now engaged in general contracting business. Mr. Eiker, the present general manager, is a native of Illinois and began business with the company as book-keeper, afterward holding the office of secretary until the retirement of Mr. Johnson from the office of general manager.

The Pioneer Fireproof Construction Company is a leader in its line, not only in ability and extent of its operations, but also in its appearance in the field in which it is the pioneer.

Abraham F. Risser. The life of A. F. Risser is a splendid example of the rise of a farmer's boy through all the changes of flood and fortune to an honorable position

and affluent circumstances. With the log cabin as a starting point, Mr. Risser, like thousands of our best men, grew steadily upward sustained by his honesty of purpose and business activity, and at the proper time he gave a richer color to his career by three years spent bravely and patriotically in the service of his country. The ardor, gallantry and brilliance of his military career stand forth in striking contrast to the quiet surroundings and uneventful incidents of his life before the war and after its termination. In 1862 he enlisted in Company B, One Hundred and Sixth Illinois Volunteer Infantry, which company he was largely instrumental in raising, was promptly elected first lieutenant and soon after for meritorious service, was promoted to the captaincy. A little later yet, so good and just was found his judgment, he was placed on detached duty as judge advocate, in which responsible position he acquitted himself with distinction, serving as such until July 12, 1865, and passing upon 127 cases. His military career attests his character as a man, gallantry as a soldier and integrity as a judge.

But he comes of good parents and of a good race. His father, Jacob Risser, an intelligent and worthy German, born in 1796, came to the United States in 1833, the year of the great fall of meteorites, and settled in what is now Ashland County, Ohio. His wife, formerly Miss Mary Snyder, in time presented him with a fine family of eleven children, of whom A. F. Risser was the sixth, and of whom only four are now living. The father was a well-educated man and followed the occupation of farming. The mother died in 1864 and the father in 1871, both in Ashland County, where they lie buried. A. F. Risser was born in Germany, September 9, 1831, and grew to manhood on the farm and attended during the winter months the school at the log house of the district. Thus he continued until nineteen years of age, when he started out in life for himself serving a three years' apprenticeship at the harness and saddlery business under W. W. Illger, of Ashland County. Succeeding his apprenticeship he worked there for some time as journeyman, but in 1854, traveled westward through Illinois, Missouri and Iowa, still working at his trade.

In 1856 he started a shop of his own at Mt. Pulaski, Logan County, Ill., but five years later enlisted as a volunteer in the Federal army. In 1866 he again embarked in business at his trade at Mt. Pulaski, but the next year sold out and went to Bloomington and began wholesaling at the saddlery business in partnership with M. X. Chase, under the firm name of Chase & Risser, but four years later Mr. Risser bought out his partner and admitted B. K. Reitz to the firm, and thus they continued until December, 1876, when they came to Chicago, and early in 1877 began their business here, continuing until 1887 as Risser & Reitz, at which time Mr. Reitz retired and Mr. Risser has since continued alone.

The business has steadily developed, until to-day it is one of the largest of its line in the United States. When Mr. Risser began in Mt. Pulaski his capital was \$137.50. When he went to Bloomington his capital became larger; but when he came

to Chicago he took a new lease of business life and advanced upward with rapid strides until his trade now is very large and profitable. At Mt. Pulaski he employed from three to five men, and at Bloomington conducted the mercantile business in connection with the saddlery and harness business. Mr. Risser, while at Mt. Pulaski, made by hand the first saddle that took a premium at the first fair of Logan County. The business, which had such humble beginnings, now gives employment to from 450 to 500 persons and is represented by 20 traveling salesmen. The establishment is located at 80 to 82 Wabash Avenue. In August, 1891, Mr. Risser bought out the saddlery business of the P. Hayden estate and combined it with his former large establishment. It is now unquestionably the largest saddlery jobbing house in the United States. In 1889 Mr. Risser was one of the originators and organizers of the Wholesale Saddlery Association of the United States and was its first president. He is wide-awake, keen, active, and those qualities have made him successful. He is a Republican and served as one of the aldermen of Bloomington. He is a member of the Loyal Legion and of Grant Post, No. 28, G. A. R. His beautiful home at 3251 South Park Avenue, built in 1881-82, is valued at \$40,000. In 1871 he married Miss Mary F. Holmes, of Bloomington, who has borne him four children, Florence May, now at Vassar College; Willis C., at Orchard Lake Military School; and Lewis H. and Abraham F., Jr., at home. Mr. Risser is one of the best specimens of upright successful business men which this great busy city affords.

Andrew P. Johnson. Of the substantial men of Chicago who have reached a high degree of success in business and have acquired a name of wide distinction and honor, none is more deserving of public recognition for his many excellent qualities than Andrew P. Johnson, president of the extensive and well-known Johnson Chair Company. He is a native of the rugged, picturesque and attractive land of Norway, and was born on Vos in Bergenstift, on the 22d of November, 1835, being the son of John L. Jearager, a native of the same country, born in 1804. The family crossed the Atlantic in 1850 and settled on a farm in Boone County, Ill., and here the father passed away in 1880. The mother was formerly Emily P. Vinge, also a native of Norway, who died likewise in Boone County, Ill., in 1881. The parents were upright, industrious and self-sacrificing, devoted to their family and to the observance of the rules of good citizenship. They were farmers by occupation, and the father possessed a high degree of inventive genius, though his circumstances in life prevented him from putting this important talent to practical use.

There is a peculiar custom in Norway concerning surnames, the origin of which is doubtful; but the custom is ancient, running far back into the myths of the middle ages. Family names were invariably taken from the term applied to the country-seat where such family resided, and this custom afterward led to the additional one of the son's taking for his surname the father's baptismal name with a termination added. If the father's given name happened to be John, the son took this as his surname, but

affixed the word son, making his name thus Johnson, which is really a contraction of John's son. This is one of the peculiarities of the origin of surnames. Among the Anglo-Saxons the surname was derived from the occupation, such as Miller, Baker, Smith, etc. It thus occurred that Andrew P. Johnson, not liking the difficult name of Jearager, changed it to Johnson in accordance with the custom of his country, but making the change here he did it purely for convenience.

He is one of a family of twelve children, eleven of whom were brought across the ocean from Norway. He grew up on the farm of his father, and early learned not to be frightened at, or be ashamed of, hard work. Thus he continued working summers and going to school winters until he was twenty years of age, when he went to Beloit, Wis., and began learning the carpenter's trade. After two years he began contracting and building in the country surrounding Beloit. About 1861 he came to Chicago, and the following year he enlisted as a mechanic in the construction corps of the Federal army. He served during the remainder of the war, working at Nashville, Chattanooga, Bridgeport, etc., and after being mustered out resumed his business as carpenter and contractor in this city. This he continued until 1868, when he engaged in the chair manufacturing business in a small frame building, 25x50 feet, at the corner of Phillips and Green Streets. This was the foundation of the present enormous plant known as the Johnson Chair Company. Its success and development have been due solely to the excellent business ability of Mr. Johnson and to his superior management and insight. Like his father, he has a genius for mechanics, and he is an inventor of several ingenious contrivances used in his factory. He is entirely self-made, his own energy, ability and honesty being responsible for his present affluent surroundings. He is a director of the State Bank of Chicago and chairman of the executive board of the Norwegian Lutheran Tabitha Hospital now being erected at Francisco and Thomas Streets, this city. He represented the Fourteenth Ward in the City Council in 1889, and was the first president of the Norwegian Lutheran Cemetery Association.

He was united in marriage, in the autumn of 1871, to Martha Satry, a native of Iowa, by whom he has five children, as follows: Joseph F., Anna E., Arthur L., Benjamin O. and Ruth Isabel. Mr. Johnson is a Republican and a member of the Ancient Order of United Workmen. He first resided at Fulton and Morgan Streets, and now occupies a comfortable home at 695 North Robey Street. He is one of Chicago's solid and reputable business men.

The great factory and business of the Johnson Chair Company (which has grown up in less than a quarter of a century) stands as a monument to the wise management of the men who have been at its head. Commencing with but little capital, each year has brought with it new ideas, new methods and new customers, until to-day their trade extends to all parts of the country. In 1877 Mr. Nels Johnson was admitted as an active partner, and the firm continued to be known as A. P. Johnson & Co. until

1883, when it was incorporated under the style of Johnson Chair Company. The factories and yards of this concern are among the largest in the city.

George P. Bent, manufacturer of the well-known "Crown" pianos and organs at 323 to 333 South Canal Street, is one of the successful business men of Chicago. His important industry, the worth of which all will freely attest, was founded by him in 1878, and has been under his supervision and sole management down to the present time. But many obstacles were encountered, and it was only after persistent efforts that such perfection was attained as to place his high-grade instruments at the top of the market. The advance has been steady, progressive and intelligent. Advantage has been taken of every suggestion or inclination of the music-loving world in order to secure the approbation and patronage of musical people. As the taste of musicians widens, improvements suggest themselves, and this fact has been one of the secrets of the success of Mr. Bent. As a result his instruments are famed for their purity of tone, variety and general excellence.

The main building on Canal Street is 90x150 feet and five stories in height, and in addition has a fine basement, all affording, with a three-story case factory in the rear on Clinton Street, about three acres of floor space, all of which is utilized in the manufacture of the products of this house. Both organs and pianos are manufactured upon the principle that "merit brings its own reward," and accordingly the very best material, the most skillful operatives and the most modern improvements only are employed. This precaution of excellence is another key to the success of Mr. Bent's enterprise. At first the business was small and more or less experimental; now it ranks as one of the most prominent and meritorious industries of the city, turning out annually 5,000 high-grade instruments, with the prospect that that figure will be considerably exceeded in the near future. The employes of Mr. Bent number from 175 to 225, and the products of the factory are shipped to all parts of the United States to fill the demands of a trade that is constantly expanding. So great is his success that he is known to the music trade of the whole world, and all who are cognizant of it recognize the fact that it takes not only a man of enterprise but one of intelligence and the highest character to thus rise above his competitors and capture, from pure merit, a patronage so large and promising.

Mr. Bent was born in Dundee, Ill., June 16, 1854, and was quite young when he founded his present business. He is a son of Rev. George and Mary P. (Payne) Bent, both of whom are natives of Vermont, and who came West with the great tide of immigration that was poured upon the Western prairies at an early day. The parents now reside in Nebraska, where Mr. Bent, Sr., is now county judge of Sherman County. For many years he was a zealous minister of the Congregational Church.

Mr. Bent began the acquisition of his education in the public schools of Iowa and finished it at Wheaton College. He was early thrown upon his own resources, and in 1870 came to Chicago; for even at that time all roads led in this direction.

He secured employment at the insignificant stipend of \$6 per week with David C. Cook, a jobber in sewing machines and sewing machine supplies, with whom he remained for eight years, meantime receiving several increases of salary and saving enough money so that in 1878 he was able to buy out his employer, and for two years thereafter he conducted that business successfully. In 1880 he began the manufacture of the celebrated "Crown" pianos and organs, and has since continued it with a flattering success, which has been indicated, and which is mainly due to his industry, keen intelligence, upright business methods, and the superior quality of his products. At this time he has a capital of \$200,000 invested in his business. He was married in 1876 to Miss Clara A. Wingate, an Iowa young lady, by whom he has children named Clara Wingate, George, Henry, Charity, Mary, and Muriel. His residence is at 6948 Wentworth Avenue. Politically he is independent, but advocates the purification of politics and the placing of municipal government on the highest attainable plane. He is popular socially, as in business circles, and is a member of the Home Club of Normal Park.

David Bradley. No doubt the principal feature of distinction between the social condition of Europe and the same condition in America is the dignity which has been accorded to labor in this country for the last half century. During the colonial period of America, and even during the first fifty years of the republic, the European idea of social caste prevailed to a nauseating extent. This was natural and proper during the colonial period; but after the colonies had resented the infringements of the English crown upon their natural rights, and had founded a republic based upon the universal principle of equal rights, it was ridiculous to maintain forms and ceremonies which had prevailed in a community subservient to a titled aristocracy and an autocratic king. The sentiment of homage as a bounden duty to a privileged individual or class, was crushed forever by the Declaration of Independence, and the succeeding eight years of self-denial and war. But the old notions could not be laid aside. Many of the early fathers of the republic had engraven upon their silverware, carriages and furniture, the family coat-of-arms, the dames were designated "Lady-so-and-so," and an homage amounting to the hero-worship, so prevalent and pestilent in kingdoms, was spontaneously paid to the great public men. Many of these forms and ceremonies were maintained with decreasing dignity until their inappropriateness and hollowness became so apparent that they were, one by one, finally consigned to the tomb of the Capulets. A sort of renaissance of the old monarchical observances, known as Anglomania, has sprung up recently in this country, but the antidote of common sense in a republic will soon correct the disorder. In place of this homage and subserviency there has grown up here a healthy contempt for the pretensions of a titled or privileged class, and a sentiment of fairness and justice, so clean and strong that a great, social leveling process has dignified labor and dashed the hopes of the would-be aristocrats.



David Bradley

The inventor, the man of genius, he who harnessed steam, he who produced the sewing machine, the reaper, the wonderful plows, these are the men who, more than any others, gave the first great impetus to the social leveling process, to the diversity of industry and the consequent prosperity of the people. These were the benefactors of our common country and civilization. The genius became a workman. He felt no sentiment of shame in entering the shop. He was at once inventor, genius, instructor and workman. No thought but to produce something of benefit to his fellowmen entered his mind. He shed the light of his inventive intelligence upon crude conditions and materials; he planned, contrived, experimented and produced. It was work, hard work, through many years of patient endeavor. This was the opportunity of the mind that could utilize conditions. These surroundings, more than anything else, brought David Bradley to the field of action. The broad prairies of the Mississippi Valley grew corn and wheat and vegetables luxuriantly, but the plows then in use were soft, ill-shaped, crude and unsatisfactory and a permanent clog to the advancement of agriculture and the prosperity of the West. Mr. Bradley, whose inventive tendencies had been cultivated previously in the manufacture of stoves and agricultural implements at Syracuse, N. Y., and whose business education had been and was in the line of improvement, progress and invention, saw his opportunity and grasped it. Upon first coming to Chicago in 1835, he sought and secured employment in the manufacture of plows, and about this time also assisted in establishing the first iron foundry here, purchasing and shipping for his employers the first cargo of pig iron that came to this city. But he was the employe, not the employer, and in a few years, by the pressure of necessity, turned his attention to other pursuits, among which was farming for four years in Lake County, Ill. But this was to him experimental and educational, and served to reveal the imperfections of the old plow and the necessity for an improvement in its form and design.

It was during the year 1854 that David Bradley founded his great industry, which embraced a continuation of and improvement in the manufacture of the "Garden City Clipper" plows, which he had helped to make years before in the shop of Mr. Pierce, his brother-in-law, who was the original manufacturer of them. The same year he became associated with Conrad Furst, under the firm name of Furst & Bradley. They immediately began the improvement of the old plow. The phenomenal growth of the business of this firm is not surpassed by that of any other in this city of marvelous industrial development. Every improvement in material was followed by improved products. The plows took new shapes and qualities, as constant experiment dictated the necessity. The sulky plow became almost a thing of life. Stalk cutters, field rollers, wheelbarrows, road scrapers, sulky rakes and cultivators, etc., etc., were taken up, remodeled and perfected. New forms were derived to save labor and expense. And here the live genius of David Bradley came into play. Active, progressive and venturesome he enlarged and experimented, improved

and produced, and kept in advance of many skillful competitors, who, by their wonderful inventions were transforming the upper Mississippi Valley into the greatest farming region of the world. At first the firm could not turn out more than three plows per day; now they complete over 200 of their famous "Garden City Clipper" plows. Now 400 to 600 men have succeeded the half-dozen who first constituted the pay-roll of the company. Their first place of business, on Randolph Street, small and inconspicuous, has grown to ten acres of floor room, not far from the center of the city. Their first annual business of about \$10,000 has grown to over \$1,000,000, and instead of being confined to a small section of Illinois, their trade has expanded to all portions of the world—Australia, New Zealand, Europe, Mexico, South America, etc. They have branch houses in Indianapolis, Council Bluffs, Kansas City and Minneapolis, and have agencies in Dallas, San Francisco, Salt Lake City, Portland, Los Angeles, St. Louis and elsewhere. Their mammoth establishment has a frontage of 550 feet on Jefferson Street, 340 feet on Fulton Street and 120 feet on Desplaines Street. A small army of foremen, clerks, bookkeepers and assistants keep the mechanism of the establishment in motion and order. Until 1872 the firm name was "Furst & Bradley," but at that date it was incorporated under the name of "Furst & Bradley Manufacturing Company," under which title business was done until 1884, when it was again changed to "David Bradley Manufacturing Company," the present style of the corporation.

But the great fact to be borne in mind is not that the establishment is a result of the great growth in the West—that its existence is due to the development of the upper Mississippi Valley—but that the growth of the great West was made possible by the ingenuity, progressiveness and activity of this and similar business enterprises. The invention and improvement of plows, rakes, cutters, scrapers, harrows, cultivators, etc., made farming on an extensive scale possible and practicable. With these and other inventions, a man could produce five times as much as he could in 1830. This result, without decreasing the products of the farm, released four men, who, thrown out of employment, put their wits to work and brought forth thousands of inventions in all branches of industry. One invented the telephone, another lucifer matches, and so on.

It is impossible to measure the beneficial results of an active, inventive and honorable business career like that of Mr. Bradley's. His services are far more valuable to mankind than those of any statesman, poet or philosopher. The effect of such lives as his is to contribute, in a marked degree, to the social elevation by placing people in easy circumstances, thus giving them time to cultivate their minds, morals and manners. This, more than anything else, has filled the western farm-houses with libraries and pianos and college graduates and refinement. All writers and speakers paint the difference between the farm-house here and the farm-house of the old country. The common people are higher here than under any other government on



Goodspeed Brothers Publishers, Chicago.

Henry Bradley

earth. This is due to the invention of labor-saving machinery, to the honor extended to labor and to the utter extinction of homage to a superior class.

It is interesting to know something of the lives of men who can thus break the obsolete precedence of thousands of years and confer such a large sum of happiness upon mankind. Nature gave to David Bradley a large brain and an honest heart. Vice could find no lodgment in his character. He could see far out into the business world. He could measure men and methods, and could thus foresee and foretell. Of such material all great men are made. Had David Bradley chosen any other walk in life he would have made his mark, just the same. But aside from his business qualities, his general characteristics alone make him eminent. He does not drink, smoke or chew. He is a Republican and a member of the Presbyterian Church.

He has a fine presence, weighs 212 pounds, and his hair and beard are as white as the down of a swan. Though born November 8, 1811, he goes to his office every day, and this he has done for thirty-six years, usually reaching the office before 7 o'clock. No man ever accused him of falsehood, and no man ever struck him or was stricken by him. But in addition to all this, he has crowned his venerable years and noble life by extended charities and a systematic Christian philanthropy. No needy person or cause was ever turned from his door without relief. He long ago learned that honesty is the best policy, and that the greatest of Christian virtues is charity. Genius, inventor, benefactor, philanthropist, honest citizen, Christian gentleman—this is a beautiful synopsis of the long life of David Bradley. It is a record more honorable than can be found in the shifting ethics of politics or the hollow exactions of professional life. His good wife, formerly Cynthia Abbott, who was born and raised in Busse, N. Y., came to Chicago, June, 1837, married February 25, 1838, on the block fronting Canal and Lake Streets, then the western limits of the village of Chicago, contributed not a little to his honorable and successful life. Mr. Bradley comes of Puritan stock. William Bradley, the progenitor of the family in this country, settled in New Haven, Conn., in 1637. He begat Abraham, and Abraham begat Daniel and Daniel begat Daniel (2) and Daniel (2) begat Jesse, and Jesse begat Daniel (3) and Daniel (3) begat David and David begat five sons and one daughter, of whom two sons, and the daughter are living. These are the generations of the family of William, the immigrant.

J. Harley Bradley. The name of Bradley has been prominent in the history of America since the earliest settlement. In the law, in medicine, in the church, in letters, in invention, commerce and the great industrial world it has been well known through successive generations. The first of this family in America was William Bradley, who settled at New Haven, Conn., in 1637. The line of descent from William Bradley is traceable through Abraham, Daniel, Daniel 2d, Jesse, Daniel 3d, and David, to J. Harley Bradley, who was born at Racine, Wis., in 1844, to David and Cynthia (Abbott) Bradley. An account of the life and good works of David Bradley

appears on other pages, in which are pictured the inception and development of the great enterprise of the David Bradley Manufacturing Company, of which David Bradley is president and J. Harley Bradley vice-president and treasurer.

In 1849 Mr. Bradley removed to Chicago with his parents. Here he grew through boyhood to manhood, gaining an education, observing the growth of commerce and manufacture, and in a general way acquiring that knowledge of life and its affairs which has enabled him to develop into one of the foremost business men of the most enterprising, and soon to be the most powerful, city in the world.

Mr. Bradley's first experience in business was in 1865, when he attained his majority, and became a partner in the firm of Jones, Ellinwood & Bradley, which succeeded Hooker & Jones, of Chicago, in the retail implement and seed business. About three years later Mr. Bradley disposed of his interest in this enterprise, and the next year the firm of Bradley & Banks was organized, with Harry Banks as the junior member. It dealt principally in implements manufactured by the father of the senior partner, and did a general jobbing business in other implements. In 1872 Mr. Bradley sold his interest in the business and was elected secretary of the Furst & Bradley Manufacturing Company. Ten years later the name of the company was changed to the David Bradley Manufacturing Company, and J. Harley Bradley became vice-president and treasurer. He still sustains the same relation to the company, in which he is a large stockholder.

In addition to the management of the affairs of this great corporation, Mr. Bradley has interested himself in numerous other important enterprises. He is president of the following corporations engaged in jobbing such implements as the David Bradley Manufacturing Company produces: David Bradley & Co., Minneapolis, Minn.; David Bradley & Co., Council Bluffs, Iowa; Bradley, Wheeler & Co., Kansas City, Mo. He is vice-president of Bradley, Holton & Co., Indianapolis, Ind., and is a director of the Northern Trust Company's Bank, Chicago.

Mr. Bradley has found time to take an active interest in several important movements in Chicago calculated to benefit the people in one way and another, and his desire for the public good has impelled him to aid every good cause by every means in his power. Indeed, it may be said of him that he has inherited not a little of that helpful spirit which has made his father one of the most useful and generous of men.

On October, 13, 1871, by proclamation of Mayor Mason, the relief work following the great fire was transferred from the general relief committee to the Chicago Relief and Aid Society, and on the same day the latter organization took full charge of the work to which it was thus assigned. The Relief and Aid Society was thoroughly organized and every department of its work was systematized. In thirteen years the society received and disbursed more than \$5,360,000, and performed an amount of incidental service to applicants for aid that cannot be stated in figures. The movement was, from first to last, in the hands of the most able and at the same time most public-spirited men in Chicago, and it ought not to be overlooked in this

connection that Mr. Bradley was not only a liberal contributor to it from time to time, but was a member of its board of directors in 1883-84.

A very important incident in local musical history since the fire was the first Chicago May Musical Festival, given in a festival hall in the south end of the Exposition building, on May 23-26, 1882, under the auspices of the Chicago Musical Festival Association. The second May Festival was given May 27-31, 1884. The business organization of these great events was headed by N. K. Fairbank as president, and the subscribers to the guarantee fund were among the leading citizens of Chicago. Mr. Bradley was influential and liberal in his aid of this enterprise, which made Chicago known to the musical world and elevated the standard of music here and popularized its study.

In 1883 the Chicago Freight Bureau was organized, with the purpose of giving the railroad and transportation companies such information regarding the various lines of goods it represented as should insure their proper classification; to secure freight rates to all shipping points that should in no case discriminate against Chicago; to assist in adjusting claims for losses, damages or overcharges; and to render its services to members, individually and collectively, in all matters pertaining to the transportation of merchandise and the extension of the trade of Chicago. Its members were and are the leading merchants and manufacturers of Chicago. Mr. Bradley was one of its inceptors and organizers, and was an influential member of its first board of directors.

For two years he was a member of the State Board of Agriculture. In 1891 he was president of the Citizens' Association, one of the most powerful civic organizations in the history of the city, which had for its object the promotion of the general welfare of Chicago and especially the attainment of a pure and more business-like municipal government.

As a member of the Commercial, Chicago, Union League and Illinois Clubs, Mr. Bradley has exerted an influence on the commerce and political affairs of the city and become widely known for his genial social qualities. He was president of the Illinois Club in 1883 and 1884. Popular as he is socially, it is at his own fireside that his good qualities are best exemplified. He was married twenty-four years ago to Margie J. Pengeot, of Brooklyn, N. Y., who has helped him to make a happy home, rendered still more attractive by four charming daughters. Until about three years ago the family lived in the west division of the city. They now have their home at "The Lexington," a fashionable family hotel on the South Side.

George H. Benedict & Co. The popularity of newspaper, book and pamphlet illustration and pictorial advertising generally is manifestly in the ascendency, and it is conceded that an advertisement, embellished with cuts, conveys a more complete idea of the character and nature of the goods advertised than any amount of text or possible arrangement of display type. It is certainly more efficient as a

means of attracting the attention of readers, brings more customers, and is more economical in the end. There is also an upward tendency in the quality and character of illustrations, the advertisers who are most successful, and whose business is dependent on immediate responses from the purchasing public, seeking the aid of the artist more than formerly. That the best is none too good is frequently the judgment of the largest advertisers, and the theory is evidently a source of profitable investment. Certainly this is the theory of the firm of George H. Benedict & Co., which makes it a point to produce the most excellent of everything in the line of illustration by the particular method best adapted to each special subject and to give more and better than is expected in every instance. Mr. Benedict, familiarly known as "Ben," who is the sole member of the firm, the company being merely nominal, was born at Warsaw, Wyoming County, N. Y., August, 1857, attended the public schools and acquired a theoretical knowledge of business affairs at a commercial college. From early boyhood he excelled in athletics and it is no matter for wonder that he became an able votary of the American game of baseball. He came to Chicago in the summer of 1875, after some experience as an amateur printer, and secured employment as an apprentice in the map engraving department of Rand, McNally & Co. Not satisfied with the one department knowledge of map engraving which he was acquiring, he invested his surplus earnings in fitting up a quite complete but very small map engraving establishment in his room at home. He watched all operations where he was employed and studied and drew and engraved at his leisure, and in time had possessed himself of a fairly liberal knowledge of the art. His proficiency coming to the knowledge of the map and atlas publishing house of George F. Cram, he was in that establishment afforded a wider field for development and in six months was made foreman of the map engraving department. He still devoted himself to out-door sports, and this attracted the attention of A. G. Spaulding & Bros., who, when he was twenty-two, engaged him to get up for them a book on general athletic and gymnastic sports.

His versatility may be appreciated when it is stated that, during evenings and odd times, he wrote this book, did the composition on it, drew and made its engravings, and made up the pages, and attended to their stereotyping, for which work he received a handsome check. About this time photo-engraving began to be practiced, and he read up on the subject, and paid J. A. Drummond, with E. Brown & Co., the pioneer photo-engraving company of the West, to give him practical instruction in the art. A little subsequent private experiment satisfied him that he could produce as good photo-engravings as any one, and he determined to go into the business and combine with it the production of all kinds of engravings that can be used on a printing press. He began in one small room at 177 South Clark Street, and his success was flattering, until he was compelled to suspend operations by the failure of a publisher who owed him a considerable sum for work. His services were secured

as manager of the wax-engraving department of Blomgren Bros. & Co., which position he resigned to take charge of the advertising department of A. G. Spaulding & Bros. At the end of a year, still retaining for a time his connection with the Spauldings, he again embarked in business as an engraver on such a small scale that his pay roll for the first week was only \$7. Since then he has bought out three other establishments, and has so greatly extended the field of his operations that his customers are to-day to be found in all parts of the United States. At 175 and 177 South Clark Street (where he first began business) he utilizes two floors, well appointed in every department and perfectly equipped with all of the latest improved and most effective machinery, tools, devices, and appliances necessary to the rapid and perfect execution of the largest orders. Seventy-five skilled hands are employed, in addition to a large staff of agents and solicitors throughout the country. The range of work executed realizes the plan he formed at the outset. He had noticed that there were in the country few concerns handling all lines of engraving, and that in Chicago there was only one, most houses operating but a single branch, and invariably advertising to do all branches. Every wood engraver claimed to be an electrotyper, and a process and map engraver, and the electrotypers were claiming as much, and offering to make wood-cuts and wax diagrams, and he believed that an establishment that could actually handle all lines of engraving as advertised would be well patronized by the trade. Experience has demonstrated the wisdom of his opinion, for his ranks at this time among the leading concerns of its kind in the country.

John Woltz. A prosperous business depends as much upon the personal characteristics of the man as it does upon the methods adopted by him in his trade and dealings. No one wants to deal with a sour, ill-tempered upstart or egotist. They pass him by and go over to the shop of his amiable, courteous business rival even though the latter's stock of goods be both smaller and inferior. In short, the ill-natured man does not thrive by reason of his objectionable disposition, but in spite of it. He must possess good qualities more than sufficient to counterbalance the evil effect of his bad ones, or otherwise his shop is deserted and his business dead. On the contrary, the man who is gentlemanly and obliging, whose conversation and dealings sparkle with sunshine and good cheer possesses a fortune in these characteristics alone. Such a man is John Woltz, one of the prominent old settlers and business men of Chicago. It is a genuine pleasure to meet his kindly smile and feel the warm clasp of his hand. There is no hypocrisy there; the great honesty of the man is seen in every word uttered and every act performed. Absolute dependence can be placed in what he says or does, and this is felt instinctively by all who have the pleasure of his acquaintance and friendship. These characteristics have contributed as much as anything else to his great popularity and abundant success as a business man.

On the 11th of November, 1830, Mr. Woltz was born in Baden, Germany, the

land whence comes so many of our best citizens, the land of great artists and wonderful schools, the land whose martial glory is second to that of no other nation on earth. In his native land he grew to early manhood, receiving a fair education at the public schools, and at the age of seventeen years, in 1847, embarked in company with the other members of his father's family on board the Swedish sailing vessel "Augusta," and after a voyage of forty-two days landed safely in New York. The parents, Andrew and Mary Ann (Zender) Woltz, were native Germans and exemplary people. The father was born in 1790 and the mother in 1797, and both died in Chicago far advanced in years and in good works, the former in 1876 and the latter in 1879.

When the family reached the United States in 1847 they could not speak a word of English and had very little property. But obstacles like these have no deleterious effect upon the frugal and industrious habits of the people of German descent. They thrive because they are honest, economical and persistent, and this is why the Woltz family has been so successful and has become so prominent.

Upon landing at New York the family first went up the Hudson River to Albany, thence by the Erie Canal to Buffalo, and thence by the lakes to Chicago, reaching this city in the summer of 1847. John Woltz at the age of seventeen years began serving an apprenticeship in this city at the cabinetmaker's trade in the shops of Joseph Harrison, on Dearborn Street, with whom he worked for three years. Succeeding this he worked for short periods with Jacob Strell, Cook Bros., and C. Morgan, but in 1852 founded his own shop and commenced business on his own account. Since that date his trade has expanded steadily and rapidly until he has an ample fortune and a name above calumny.

His shop was first located on South Market Street between Lake and Randolph, but two years later changes were made, though he still continued on the South Side until 1858, when he removed to the corner of Franklin and Ohio Streets. Five years later he removed to his present quarters at 57-63 Illinois Street. For the first two years he worked by hand, but in 1854 placed in his shop the first machinery. He continued alone until 1863, when he formed a partnership with John W. Stotz, which lasted until 1882, when the firm took the title of Stotz, Woltz & Co. Thus they remained until 1888, at which date they became known as Stotz & Woltz, a term well and favorably known to the trade in Chicago.

Prior to the great fire of 1871 they manufactured all kinds of furniture, but since that event have made a specialty of bank and office furniture, store and saloon fixtures, interior woodwork finishing for residences, though they still continue to manufacture general furniture. Their large office and factory on Illinois Street is well arranged and commodious, and employment is given to seventy-five hands. Though everything was destroyed in the big fire, they promptly began anew and rapidly built up again. Their trade is very large and profitable.

Mr. Woltz was united in marriage in 1852 to Miss Margaret Buschwaugh, a native



W. G. Ball

of Germany, who came to Chicago in 1844. They have one child, Mary. He resides at 143 Lincoln Avenue. He is a member of several fraternal organizations, possessing too genial and sociable a disposition to take pleasure in seclusion. He belongs to Methere Lodge No. 410, A. F. & A. M., Palm Lodge, I. O. O. F., Germania Club, and was one of the founders of the Turners Society. He is a Republican, and the city has no better citizen.

William T. Ball, who, as assessor of the town of North Chicago, is one of the most popular young men in public life in the State, was born in Chicago on August 14, 1858, coming originally from Old Virginia stock. His father, William T. Ball, after an experience in the gold fields of California, settled in Chicago in the fifties, and engaged in the manufacture of cooperage and general transactions in that line. He was one of the oldest members of the Board of Trade, having become connected with it in the days when it flourished on South Water Street. To this business the subject of this sketch succeeded in 1882, and ever since he has been prominently identified with the business progress of the city. He is also largely engaged in the pickle business, controlling a large portion of the output, about Crystal Lake, Ill.

Mr. Ball was educated at Notre Dame University, Ind., graduating from there in the scientific course in 1877, with the honors of his class. As a young man he excelled in his studies, in arts, that find but little room in the every-day life of business or public affairs, and in athletic sports. After his graduation Mr. Ball entered upon the career of business, in which he has since been actively and successfully engaged.

As good citizens should do, Mr. Ball took an interest in political affairs, but it was not in his own behalf, but in that of his friends, that he displayed the aptitude for them, which is now recognized by men of all parties, by whom he is regarded highly, not alone for his strength, but for his splendid personal character. Of the positions he has held all were primarily unsought by him. The first elective office he held was that of collector of the North Town, to which he was twice successfully chosen. The records show that the administration of the affairs of that office by Mr. Ball was unsurpassed, bringing into their conduct as he did his ripe experience in the commercial world. Since then he has been prominently identified with the history of the Republican party of the city, county and State. During the campaign in which Mr. Washburn was elected mayor, Mr. Ball was chairman of the Republican City Central Committee, and was oil inspector under the administration that followed. In 1893 he was nominated for assessor of the North Town, and was elected by a heavy majority, being one of the few Republicans who went through in that campaign. He was re-elected to the same position last spring, eclipsing in the race all majorities previously obtained in the North Town, by running 6,000 votes ahead of his competitor. Mr. Ball is now a member of the Republican State Central Committee, and one of its trusted counselors. He was repeatedly pressed to accept the nomination for leading county offices in the early days of the present campaign, and he might have had any

place within the gift of his party for the asking of it, but he refused on the principle that one public trust was sufficient for any man at one time.

Mr. Ball is a member of the Germania and Marquette Clubs, the Delaware Boat Club, the North Chicago Turn Verein, the Foresters, Lincoln Park Commandery Knights Templar, and other organizations, in all of which he is extremely popular. Physically he is a man of rugged build, with the bearing and character of a leader of men. Of reserved manner, he is a careful listener and a close student and analogist of all events. In all his acts he is unostentatious, but determination marks every step he takes in private or public affairs. He is generous to a fault, and always ready to push forward the interests of his friends with unselfish and untiring zeal. Always well balanced, and the same at all times to his large acquaintance, he is justly accredited as being one of the most popular men, regardless of all things, in Chicago.

Mr. Ball's home life is a most pleasant one. In 1883 he married Miss Adele Bertrand. Their home, at No. 290 Huron Street, blessed by the presence of three bright children, brings to them all that is best and most happy in life.

Francis Henry Hill, a resident of Chicago since 1866, was born in Canal Dover, Tuscarawas County, Ohio, May 23, 1835. The origin of the family in the United States dates back almost to the settlement of Maryland by Lord Baltimore's colony. In that State, his father, Edmund Hill, was born, and there also was the birthplace of his mother, Mary M. Rupp, a descendant of the German pioneers of the Pennsylvania border. In 1838 the family moved to Baltimore, Md., and subsequently to Pittsburg, Penn., where F. H. Hill attended school, presided over by Isaac Whittier, a brother of the Quaker poet.

Edmund Hill and family moved to Ohio early in the second half of the nineteenth century, where, as a locksmith and bell-hanger, he was favorably known. In fact, the larger residences, hotels and taverns of Ohio and Tennessee were wired by him, and when he died, in his Ohio home, at the advanced age of ninety years, the bells which he hung throughout the States named could ring out ten thousand requiems. About the year 1849 the subject of this sketch entered the cabinet shop of H. H. Ryan, of Pittsburg, as apprentice and remained with him until 1853, when the Hills moved to Cincinnati, Ohio. In 1854 Mr. Hill entered the employ of Brotherlin & Halm, of Columbus, Ohio, with whom he remained until 1856, when he migrated to Des Moines, Iowa, then on the border of the "Great American Desert" of Fremont's imagination. There he found employment in the pioneer house of C. Harbach (now continued by L. Harbach), but subsequently worked there for J. H. Boyd. In 1861 he returned to Pittsburg, worked at his trade until 1864, when, in partnership with William G. Algeo, he established a large business in manufacturing coffins, within the same building in which he learned the cabinetmaker's trade. He designed valuable machinery at that time, which stands to-day unimproved and unimprovable, as Jacquard's controller of the loom has never been improved upon. The factory at Pittsburg was the first in



J. N. Hill

the United States where machinery was used in the making of coffins. The Excelsior Coffin Manufacturing Company was organized in the latter part of 1864 and of this company Mr. Hill was a member until 1866, when he realized the possibilities of Chicago, and settled here. Taking as a partner J. H. Boyd, he placed machinery in the rear of the old Clarendon Hotel, 232 Randolph Street (Calhoun Place), and, shortly after, leased the upper floor of 238 Randolph Street, continuing to carry on the two houses for three years, when a brick building, 105x50 feet, on the corner of Franklin and Congress Streets, was erected.

On October 8-9, 1871, this building and contents were reduced to ashes, the enterprising owner losing \$75,000. On October 13 of that year, before the smoke had ceased to rise above the ruins of their house, the bricklayers were at work on a new building, and on the thirtieth day after or within thirty-five days after the great fire, Boyd & Hill resumed the manufacture of coffins on a larger scale than was dreamed of in the days before the fire. In 1874 J. H. Boyd retired; Mortimore Goff took his place as partner, under the firm name of F. H. Hill & Co., which continued uninterrupted up to 1886, when an incorporated company was formed, with F. H. Hill, president; I. G. Hatcher, vice-president and general manager, and N. L. Barmore, secretary. The latter was with the Cleveland, Ohio, Burial Case Company, until its absorption in 1886 by this company. At the time of incorporation the works covered the whole square at the corner of Congress and Franklin Streets. In 1888-89 the great seven-story building, 125x190 feet, of mill construction, on Washington Boulevard and Morgan Street, was erected and occupied early in 1889. Money was not spared in the effort to render this factory complete in arrangement and equipment, and to-day there are 200 employes in the mechanical departments and eleven salesmen who represent the house in all quarters of the country. Within the last few years changes have been made in the *personnel* of the company. In March, 1890, Mr. Hatcher sold his interests to Mr. Hill, and T. H. Marshall was elected vice-president.

Mr. Hill's marriage with Miss Caroline Griffith, a native of Ohio, took place in 1856. Two years after her death, or in 1886, he married Miss Mary Hildreth, who died in 1888, leaving one son, Frank H. In 1890 his marriage with Miss Catherine Tracey, of Chicago, was solemnized, and to them was born one child. Mr. Hill cast his first vote for John C. Fremont and has not parted from the first political faith in marked degree since 1856. He is a life member of the old Masonic Lodge No. 45, of Pittsburg, Penn., chartered December 27, 1785, and a member of the La Salle Club, of Chicago. This sketch points out a life thoroughly American, growing with the country gradually but surely, rising above circumstances, conquering difficulties and winning, with wealth, a place in the great manufacturing circle of the United States.

The Chicago Photo-Gravure Company, sixth floor, Pontiac building, 358 Dearborn Street, has a well-equipped plant for the production of photogravures, *i. e.*, photo-

graphically true reproductions obtained by the action of the light on sensitized plates. These plates are printed on imported power presses built for this process especially. Among the larger publications issued by the company are the following:

Official Albums of Illinois and Ohio Commanderies of the Loyal Legion, Yellowstone Park, Picturesque Los Angeles County, San Diego, Cal., Niagara Falls, Views of the City of Mexico, Vistas of the Hawaiian Islands, and last, but not least, Official Views of the World's Columbian Exposition, admittedly the only publication extant which does justice to the beauties of our now departed "White City."

The company also produces commercial and scientific work of a considerable amount; this, as well as their copies from paintings, designs, etc., is unequalled, their exhibit having received the highest award at the World's Columbian Exposition. Photogravures are employed wherever a higher grade of work is required than can be obtained by the half-tone or any other process. Late European improvements have been purchased and adopted by the company, by which they are enabled to meet, at more moderate cost, the multitudinous demands of a public whose refinement of taste is growing constantly, and they therefore look to the future for an even more prosperous business than they have enjoyed in the past. The company was incorporated under the laws of this State in 1886; it is capitalized at \$25,000, with privilege of increase to \$100,000. Its present officers are: Capt. I. P. Rumsey, president and founder of the establishment; Mr. J. S. Ransom, secretary and treasurer, and Mr. A. B. Brunk, superintendent.

The J. M. W. Jones Stationery & Printing Company. The building up of a large enterprise is never, and the accumulation of a considerable fortune is seldom, the result of accident or fortuitous circumstances. The source of either may, almost without exception, be referred to some active, planning brain, and to the careful and conscientious execution of plans formed therein under the watchful eye of the originator. An establishment is under consideration, which is the very oldest of its kind in Chicago and one of the largest in the West. Its inception was not due to the present proprietors, but it was its present head who was sagacious enough to foresee what might be made of it, and who planned it as it is, and labored and invested his capital in it until he shaped and developed it as he wished, and saw in it the realization of his hopes and the reward of his enterprise and his endeavor. The concern in question is the J. M. W. Jones Stationery & Printing Company, 76 to 82 Sherman Street, of which J. M. W. Jones is president and treasurer and general superintendent. Mr. Jones, its head, and for more than a third of a century its inspiring spirit, was born in Hoosack, Rensselaer County, N. Y., January 22, 1821, and until he was eighteen years of age, was a member of his father's household, living the life common to industrious boys on the farm and attending the public schools, in which he secured as good an education as they afforded. When in his nineteenth year he went to Troy, the seat of justice and center of trade of his native county, and was there employed



John W. Jones

during the next five years as salesman in a grocery store. That position he resigned to accept another offered him in a book and stationery house, in which he graduated, step by step, through all the gradations from last employe to proprietor, a fact which may be taken as an indication of the signal business ability which has since made him so prominent a figure in the stationery and printing business of Chicago. For seventeen years he remained in Troy, nine years of that time as proprietor of the "Troy Book Store," where he acquired capital and experience for the broader field of operations which he later found in this city. He came to Chicago in 1857, and soon after his arrival purchased the old blank book and stationery business established at 122 Lake Street, in 1835, by Stephen F. Gale, and by him sold to A. H. & C. Burley. It was continued by Mr. Jones at the old location until 1866, thirty-five years after its establishment, which antedated the incorporation of Chicago as a city by two years, and was then removed to 42 and 44 Dearborn Street, the business having outgrown the old quarters, which were consequently too limited to meet the demands upon them.

Three years later his operations had extended so much that he was obliged to again seek more adequate accommodations, which he found at 108 and 110 Randolph Street, where the great fire of October 9, 1871, consumed, not only his store, but his house and swept away the greater portion of the accumulations of his earlier years. But he was not easily daunted, and he was in Chicago and Chicago is the most wonderful municipal phenix of the ages, and he began gathering together the shreds and remnants of his fallen fortunes, to cast about for ways and means and to plant himself firmly in such a meager foothold as he could gain, and he was soon enabled to resume business at 68 South Canal Street, and not long afterward to open a branch at 507 Wabash Avenue and another at a convenient location on Clark Street. As soon as the building including Nos. 104 and 106 Madison Street was completed, he consolidated there his main establishment and his two branch stores, where he continued until, in 1878, he leased for a term of ten years the property at the northeast corner of Monroe and Dearborn Streets, and there conducted one of the largest concerns of its kind in the West. Upon the revaluation of this property he decided that he could not profitably occupy it after the expiration of his lease, and it was not long before he decided to put in execution a plan he had partially formed to remove his headquarters to a location which, while it presented advantages to his mind, was so far distant from the stationery and printing center that it then and later impressed other men long connected with and well informed in the business under consideration as being so unfavorable as to practically insure his failure there. In pursuance of this determination, he, in 1881, bought seventy-five feet on Sherman Street for \$24,000, and in 1886, twenty-five feet more for \$20,000, aggregating 100 feet front by ninety-four feet deep. In 1888 he began the erection on this property of a six-story and basement brick "mill construction" building, numbers 76 to 82 Sherman Street, which he completed at a

cost of \$60,000, making the total cost of the building and ground \$104,000, and to this structure he removed from Monroe and Dearborn Streets in May, 1889. The ridicule with which this departure was met by others in the printing and stationery trade is a part of the unwritten history of the business in Chicago, and so, too, is the surprise which they manifested when they beheld Mr. Jones outstripping them in the race for advancement and making an unqualified success out of his "crazy" idea, or what they had so called it. This establishment is, in all its aspects, one of the most complete of its kind in the country, embracing as it does a combination of about every element of the largest and most diversified printing and blank book manufacturing concerns. It was the aim of Mr. Jones to make this the most comprehensive house in America, and that he has succeeded there can be no manner of doubt. The innovations which he has made have been expensive and have been referred to as evidences of his unsound judgment and sure forerunners of his financial downfall by some of his less daring competitors, but he has had the satisfaction of putting them one after another on a remunerative basis, and is now at the head of a business which is one of the most conspicuous landmarks of the printing and stationery trades in America. First he added to his stationery and blank book business a well-equipped printing establishment, next facilities for the printing of railway tickets in the shortest time and in the largest quantities, next a complete lithographing plant, and finally an extensive electrotyping department. He employs in all branches fully 500 skilled workmen, and each department is under the supervision of a competent manager. The offices and salesrooms are on the first floor.

On the second floor are four rotary presses and ten Gordon presses, upon which 14 persons are employed. Here, too, is the large composing room, in which 75 to 85 compositors are employed, under the able foremanship of Michael F. Dougherty, who has been in Mr. Jones' service for fifteen consecutive years. The third floor is occupied by the stock-room and by the lithographing department, of which W. A. Meyers, who has been with Mr. Jones for eleven years, is foreman, and in which from 18 to 22 men are employed. The fourth floor is given over entirely to the manufacturing of all kinds of railway tickets. J. F. Clevenger, foreman of the mileage department, has been in Mr. Jones' employ for fourteen years. John Stewart, foreman of the coupon and local ticket department, has also been with Mr. Jones for over twenty years. Here is one of the most complete ticket printing outfits in the world, in the operation of which 75 to 125 people are constantly employed. The bindery occupies the fifth floor, and in the various labor of that department are employed from 100 to 150 people. Ernest J. Nolin, the foreman, has been connected with Mr. Jones' business for twenty years. Here is some very fine machinery, including two imported French ruling machines, put in in 1889, and twelve other ruling machines of the latest kinds. In the basement are fifteen cylinder presses, in the running of which 30 pressmen and feeders are employed, under the supervision



Ernest J. Nolin

of John P. Keefe, who has been in Mr. Jones' employ for seventeen years. Under their old and skillful foremen, the operations of all of these several departments on the six floors are carried forward with the regularity of clockwork; for only skilled workmen are employed, and the establishment lacks no facility for the prompt and perfect execution of any contract in its line, however large or however exacting. The success of Mr. Jones is such as to demonstrate that he is one of the farthest-seeing and most sagacious of the many shrewd men connected with the printing interests of Chicago, and at the same time it has contributed as much as any other factor toward the centralization here of the great railway printing patronage of the West and Northwest. The concern was incorporated under its present name in July, 1877. In 1857 Mr. Jones married Harriet, daughter of George W. Snow, a pioneer of Chicago, who settled here in 1832, and was prominent during all its early history. He has been a communicant of St. James' Episcopal Church since soon after taking up his residence in this city.

Ernest J. Nolin. The vast increase during recent years in the amount of stationery of different kinds consumed in the transaction of the great volume of business has made necessary the introduction of labor-saving and economic devices for its more rapid manufacture. Chicago has gained, and is maintaining, a proud position in this department of manufacture, due no less to the excellence of the work it turns out than to the enterprise of the capitalists who have invested in this line. In this connection the name of Ernest J. Nolin is naturally suggested as that of a man known to the entire printing and book-binding fraternity of the West and Northwest as an inventor of much originality and practical usefulness in this peculiar field.

Mr. Nolin was born in Montreal, Canada, August 4, 1838, a son of Joseph and Marie Louise (Lafrican) Nolin. His father was born at Quebec and died in Canada in 1849 at the age of forty-four. His mother, a native of Montreal, is now living at Detroit, Mich. Young Nolin attended the public schools pretty regularly until he was fourteen, and thus laid the foundation of a practical English education. At that age he began learning book-binding and ruling in the Queen Printing office at Quebec. His mother soon removed to Detroit, however, and he accompanied her and there completed the acquisition of his trade.

It was in 1864 that he came to Chicago. He found little difficulty in securing work at his trade, and being a good workman, original in his methods and always thoroughly reliable, he was never permitted to be idle. In 1871 he entered the employ of J. M. W. Jones, as foreman of the bindery. He acquired stock in the concern in 1876, and during the past four years has been a director in the J. M. W. Jones Stationery & Printing Company.

Mr. Nolin was the first in the West to devise and put in successful operation a steam power paging and numbering machine. He is the inventor also of a back-sawing machine, which is in extensive use, and of a scrap-book of novelty and utility, and in

a general way he has originated many improvements which have been beneficially applied to the making of books.

It is not probable that any man in the country has more extensive and intricate knowledge of ruling and book manufacturing than Mr. Nolin, and he has always taken an honest pride in his workmanship and an interest in his trade that has been most beneficial to the latter, and which has caused him to be recognized as one of its most conspicuous representatives in America.

Mr. Nolin's success in life has been attained along the lines of hard work and honest and earnest endeavor. The gains that are his, financially and socially, are but the just reward of well doing. He is as popular outside of his own business circle as in it, and counts among his friends many of the most worthy and substantial citizens of Chicago. He was married in 1890 to Miss Addie Laura Merchant, of Chicago, and since the spring of 1893 has had his residence in Berwyn, one of Chicago's most beautiful suburbs.

William A. Meyers. During recent years lithography has developed to an extent unparalleled by the development of any other department of the "art preservative," and it has attracted men of talent and artistic training, who could make their mark as artists of a higher but less popular order. One of the most experienced and skillful lithographers in Chicago is William A. Meyers, manager of the lithographing department of the J. M. W. Jones Stationery and Printing Company.

Mr. Meyers is a native of New York City, and was born November 15, 1864, a son of Philip L. and Mary (Weimar) Meyers, both natives of the State of New York. The family came to Chicago about 1868, and young Meyers was educated in the public schools. He early evinced artistic capabilities of an uncommon order, which he developed by several years' attendance at the Art Institute. At the age of fourteen he entered the employ of Marshall Field & Co., in their retail department, and remained, to the entire satisfaction of his superiors, for about four years; but he felt that he had not yet entered upon the career for which nature had best fitted him, and was impressed by the fact that he ought not to let more time elapse without attempting to do so.

He readily found employment with Mr. Jones, who gave him every opportunity for advancement, and three years ago placed him at the head of the company's lithographic department. His long and enthusiastic studies in art made him thoroughly familiar with water-color sketching, and this, combined with his knowledge of general lithographing, makes him a recognized expert in his line.

He is popular alike in business, artistic, musical and social circles, and in 1891 was made a member of Cleveland Lodge, No. 211, A. F. & A. M. In politics he is independent. Mr. Meyers' career has been one of study and of hard work, by which he has placed himself in a position of responsibility and prominence in his line. He is public-spirited and charitable to a degree, and is in all respects a model business man and citizen.

John Stewart. This gentleman, who is a director in the J. M. W. Jones Stationery and Printing Company, and manager of its railway ticket and coupon department, is one of the most experienced and practical men in his line in the whole country. He is a native of Toronto, Canada, and was born April 29, 184-, a son of David and Elizabeth Stewart, both natives of Ireland, the former having been born in 1817. Mrs. Stewart came to Canada in childhood, and died in Thistleton, Ont., while the immediate subject of this sketch was yet a youth. Mr. Stewart, who still lives in Woodbridge, Ont., has for sixty years been a boot and shoe merchant.

Of the twelve children of this worthy couple, John Stewart is the second in order of birth, and one of the ten living at this time. He received a good common school education at Thistleton, Ont., and at the age of fourteen began serving an apprenticeship at printing in the office of the Toronto *Leader*, which has a job printing department, in which he spent two years. After acquiring his trade, he took charge of the book and job printing office of Messrs. Cook & Robertson, Toronto, and was thus employed until the dissolution of the firm, four years later. The succeeding two years he passed in the employ of Mr. Robertson in the same capacity. In October, 1871, immediately after the great fire, and while Chicago was still smoldering, he came to Chicago and entered the employment of J. M. W. Jones, and since that time he has been continuously connected with this house, during the past seven years as Manager of the Railway Ticket and Coupon Department. Of this department he is a most valuable manager, and he is active in the direction of the affairs of the company in a general way. He was married, in 1866, to Miss A. J. Wilson, a native of the "Emerald Isle." In politics he is a Republican, and, though not without his influence politically, he is not, in the general sense, a politician, and is too busy to ever think of being one.



CHAPTER XIV.

MEMOIRS OF MANUFACTURERS.

The American Biscuit and Manufacturing Company. The development of Chicago and of the West is fully exemplified by the marvelous growth of the American Biscuit and Manufacturing Company of this city. The magical rise of business enterprises nowadays is so common as to excite no astonishment and little surprise, but this company has experienced such a phenomenal growth and such unexampled prosperity that business men take interest in studying the causes leading to this most gratifying result. The development of American industries must not be confined to expansion of trade, nor magnitude of operations, but must keep in accord with industrial ethics, must encompass the conditions of duty and must direct action so that proper results may be both anticipated and measured. Enterprises of this kind and operations of this amplitude necessarily become the product of many men of many minds. Few large concerns are now either owned or operated by an individual. Consolidation, both in ownership and control, has given a new impetus to industrial effort, and rendered results practicable which, a generation ago, were either unthought of, or were believed to be beyond the operations of capital. This has led to innumerable new conditions, duties and responsibilities, has evolved a science from diverse business methods, has eliminated serious factors of objection and obstruction, has divided expense and multiplied profit, has cheapened the cost of products while improving the quality and expanding the field of operations and consumption, and has given the world an important lesson in business economics.

The American Biscuit and Manufacturing Company may be said to have been the offspring of necessity. Previous to 1890 there had been no attempt made by the bakers and confectioners of the West to consolidate with the view of protecting their interests, extending their trade and improving their products. Very few inroads had been made by the bakers and confectioners of the Western States on the culinary departments of the homes or on the Western trade of the Eastern bakers. The homes since the pioneer days had been left in almost undisputed possession of cookery and of confectionery, though the bakers of the East had shipped in the simpler brands of candies and crackers. Local bakeries, for a number of years prior to 1890, had done considerable to educate people to the use of their products, but were about to be outdone and driven from the field by the large corporations of the East. For many

years it had been regarded by the manufacturers of the Atlantic seaboard that the West was destined to be for all time the field of consumption and the East of manufacture, and, what was more aggravating to Western local pride, they seemed to think it the duty of the West to refrain wholly from manufacturing and to buy wholly of them. This led local bakers, first, to protest and, second, to act; and the result has justified the means they adopted and the course they have pursued.

The American Biscuit and Manufacturing Company was duly incorporated under the laws of Illinois, May 15, 1890, the objects being protection from Eastern manufacturers, improved quality of food products, increased consumption over a wide field, a reduction of expenses and a corresponding advance of profits and the substitution of their own fine and finished goods for the more or less crude and indigestible products of the homes. It was reasoned that if their breads, crackers, snaps, wafers, creams, jumbles, russes, jellies, etc., could be so improved as to surpass the products of the home cooks the result would be an immense increase in the consumption, and, accordingly, the company put forth its best men and efforts to accomplish this result. The following officers were first elected: President, J. L. Loose; vice-presidents, D. F. Bremner and L. D. Dozier; treasurer, W. W. Shaw; secretary, H. F. Vories; general counsel, A. W. Green. Directors: J. L. Loose, L. D. Dozier, H. F. Vories, J. S. Loose, S. D. Works, J. T. Frost, R. A. Johnston, D. F. Bremner, W. W. Shaw, Joseph Garneau, Jr., F. W. Crocker, F. L. Sommer, A. Manewal, M. Carpenter, and J. J. Langles. General offices were first established in the Insurance Exchange building, a little later in the Monadnock building, but are now located in the Old Colony building.

The success of the company has surpassed the expectations of its founders. The conditions seem to have been ripe for a consolidated movement in the West looking to the substitution of the food products of the bakery for those of the home. The Eastern companies have been driven almost wholly from the West, and the establishment by this company of a large branch in New York City, and its successful maintenance there by large sales of its goods, shows the energy and aggressive methods which have characterized the management of this company. The trade grew so rapidly that now, after a little more than four years of corporate life, the annual sales amount to the extraordinary sum of \$10,000,000, and branches have been established in many of the principal cities of the Mississippi valley, among which are Chicago, St. Louis, Milwaukee, Fond du Lac, St. Paul, Minneapolis, Omaha, Lincoln, Aurora, Ill., Pueblo, Colo., Kansas City, Sioux City, Dubuque, Davenport, St. Joseph, Mo., Galveston, Wichita, Kas., Memphis, Cedar Rapids, New Orleans, Atchison, Kas., Denver, Nashville, Helena, Mont., Salt Lake City, etc., besides the New York branch. The company consumes 350,000 barrels of flour per annum, 50,000 barrels of sugar and 5,000 barrels of molasses besides immense quantities of extracts, fruits, nuts, butter, lard, etc. Over 2,000 people are on the pay roll, and a semi-annual dividend of 3 per cent. has been paid stockholders since the company was first established. In Chi-

cago the company has three famous bakeries: Dake, Bremner and Aldrich—all on the West Side.

Unquestionably, an immense improvement has been made by this company in bakery and confectionery food products, and already a rapidly improving export trade with Mexico, Japan, Central America and several of the countries of South America has been developed. Many of the products of this company are absolutely unexcelled. Its hard-pressed (English style) sweet goods are the finest in the world, having absolutely no equals: Albert, high tea, Marie, coquettes, Oswego, Evangeline, etc. Its fine plain staples have an immense and constantly increasing sale and popularity—Saratoga flakes, Peri zephyrettes, snow flakes, butter wafers, and its hand-made, hard-water goods—water-thin and cheese biscuit. It has an excellent line of fine sweet goods (flour, graham and oatmeal wafers), of the following flavors: Vanilla, lemon, pineapple, orange, ginger, chocolate, almond, French jumbles, French cream fingers, charlotte russe, jelly bon-bons, jelly wafers, etc. Beside these specially fine products it sells annually immense quantities and numerous varieties of almond maccaroons and cocoanut maccaroons made from the fresh nut prepared by a process known only to this company. It also puts up in Nos. 1 and 2 tin boxes fine special biscuits, wrapped with stylish taste and dressed in beautiful and unique labels, and suitable for excursions and picnic parties. It also manufactures a fine line of hand-made cake, and makes special effort to keep in the advance in devising new, attractive and beautiful forms of food products and in ornamenting them in fresh and fanciful styles. The above are only a few of the hundreds of varieties of its goods. Of the entire annual sales about \$3,000,000 is received from the sale of its confections. Its candied products are infinite in variety, and are not surpassed in the world. Its goods vary all the way from plain sugar crystals to the most elaborate candied fruits, and the richer styles are embellished with nuts, crystals and ices, and molded and shaped into forms at once unique and surprising.

That the company has been able to accomplish such satisfactory results in so short a time, is sufficient proof of the sagacity of its managers, the merit of its products and the reliability and honesty of its methods. It came into being at a time when opportunity was loudly knocking at the door, and was not slow to grasp it by the hand and welcome it with characteristic Western energy and hospitality. It wasted no time in formalities, squandered no energy in dissensions, but embraced every practical suggestion and utilized every method which science or art presented and which experience sanctioned and approved. It is now one of the largest, most stable concerns of the kind in the world, with a much greater field of usefulness spread out in the future for it to grasp and improve.

Jacob L. Loose. The requirements of modern life have extended manufacturing enterprises to fields undreamed of by business men fifty years ago. The slow and laborious methods by hand have given place to swift and complicated machines, to



J. L. Loose

new and skillful methods, and to better products. These marvelous changes have not been confined to human efforts in one direction, but have spread out to the discovery of new fields, the invention of new utilities and the accomplishment of new results. The stimulus of individual liberty, of ambition and of competition to a man of high capabilities has done more to effect this result than any other cause. In all portions of the republic may be seen men, who, by reason of superior qualities, have risen steadily, step by step, above their fellows and wrested success from the clutch of unfavorable conditions and hard times. The conditions of opportunity have been favorable to men of pluck and brain—all possible under the liberal laws and unrestricted industrial freedom of the republic. But methods of successful men are widely different, and must be thoughtfully observed to afford the most valuable instruction.

Among Chicago's successful business men, few have shown a deeper insight into the complex outcome of industrial ventures, or been more uniformly successful in their pursuits than Jacob L. Loose, president of the American Biscuit and Manufacturing Company. The particular elements of character which have distinguished him in social and professional life are an inheritance from honest and industrious ancestry, and have, therefore, been dominant with him from childhood. Born in Franklin County, Penn., June 17, 1850, he was there reared until nearly ten years of age, when in January, 1860, he was taken to Sangamon County, Ill. His parents were Isaac and Eliza (Scholl) Loose, the latter being the daughter of a German Reformed minister of Pennsylvania. Both parents, though natives of America, were of Germanic descent, the mother combining the blood of the Hollander and the Huguenot. During the decade of the forties, the father, who was a successful farmer and stockraiser, invested quite extensively in the wild lands of Illinois and Iowa, and on one of these tracts settled upon his arrival in Sangamon County, near Springfield, in 1860.

Of their family of eight children, Jacob L. was the youngest. He was continued at school near their new home, but, as educational facilities in the West were poorer than in Pennsylvania, he was sent back in 1862, to be educated under the care of his eldest sister, Mrs. Lizzie M. Brown, of Mercersburg, Penn., wife of a German Reformed minister. Here he continued until the following year, when, owing to frequent interruptions to his studies by the Federal and Confederate armies, he returned to Illinois, and was placed in the High School of Decatur, where, in due time, he finished his education.

Succeeding this, he served for a short time as clerk in a dry goods house of Decatur. At the age of twenty years, having had very little experience with business or the world, he went to Kansas and entered the employ of his two brothers as clerk in the dry goods business, the firm then being D. A. Loose & Co.; but in a short time he acquired the interest of one of his brothers, the firm then becoming D. A. & J. L. Loose. From this date forward his business success was assured. This was early in the decade of the seventies, when money was scarce in the West and values were

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falling to a gold basis; yet, notwithstanding the steady depreciation and the panic of 1873 the brothers were prosperous and successful, conducting their business purely on a cash basis. Out of a large number of merchants in the town of Chetopa, where they were established, they were among the few surviving the heavy depreciation and panic. On a steadily falling market no house could either deal on credit or carry a large stock of goods, and on account of the uncertainty of credits of the frontier at that time, the only possible road to success was to sell for cash only; but there was another reason for conducting business on a cash basis. No one then knew what turn might be given to financial affairs by the government. Business men were in the dark, because it was then thought by many that greenbacks might become the basis of monetary value. These facts reflect upon the Loose brothers' high credit for prudent business methods and sufficient sagacity to forecast, from the gloom and panic, the outcome of redemption and sound money.

In 1877 the brothers opened a branch house in Joplin, Mo., then for the first time beginning to attract attention as a lead-mining center. The branch house was successful from the start, and in 1879 the two brothers dissolved partnership, the elder taking possession and absolute ownership of the branch in Missouri and Jacob L. of the older concern in Kansas.

By this time the Kansas house had outgrown the town. An immense trade for so small a place was the legitimate result of superior business qualifications. Where others failed, by reason of slack or superficial methods, Jacob L. Loose succeeded, by reason of sagacious movements along the line of honest and energetic business conduct. His trade had become as large in the dry goods and clothing lines as the town and adjacent country could sustain. He, therefore, opened a lumber yard and invested other surplus money in good farms near by the town. He thus soon became involved in agricultural pursuits and in stockraising, taking much interest in the importation of Norman horses, and in the improvement of the grades of stock generally. In all of these business operations he continued to make money and succeed, because all transactions were conducted solely on a cash basis. To this fact was he indebted for the success in weathering the storms of panic, the clouds of grasshoppers and the frequent and destructive drouths.

When Mr. Loose first reached Chetopa it was a wild place, on the extreme border, filled with adventurers, speculators and scouts, and was one of the principal outfitting points for the Indian Territory, Texas and Kansas. It was the starting point for the overland stage coaches bound for El Paso, Tex., and the rendezvous and shipping point for immense herds of Texas cattle destined for the Eastern markets. The Missouri, Kansas & Texas Railroad was building into the town, and, altogether, the place presented a remarkable appearance, with its motley collection of humanity, varying from the tenderfoot of the effete East to the daredevil cowboy or the fearless scout of the wild West. It was among this cosmopolitan population that

Mr. Loose acquired his most valuable experience of the manners and motives of men, and laid the foundation of his reputation for successful and honorable business conduct.

But the advantages of the place were limited, and Mr. Loose began to look around for larger and wider fields of investment. In the autumn of 1882, associated with his brother, J. S. Loose, he bought a controlling interest in the Corle Cracker and Confectionery Company, of Kansas City, Mo., to which place he removed in the spring of 1883, having successfully wound up his business in Kansas within ninety days from the date of embarkation in the new enterprise. The latter business was entirely new to him, but his analytical methods of investigation and procedure soon placed him in possession of a thorough knowledge of the occupation and soon gave him prominence as the leading spirit in his line on the Missouri River. He was not content with a good business unless it was the best that could be obtained. There were no slipshod characteristics in his composition. His intellectual energy and professional integrity would brook neither sloth, fraud nor mediocrity, and so he was bound to rise above the masses by sheer force of natural gifts.

In 1889 the name of the corporation was changed to Loose Bros. Manufacturing Company, and a large trade was enjoyed over a wide tract of country. The strong and aggressive business qualities of Mr. Loose led him, during the years from 1884 to 1890, to attempt to increase the consumption of the company's commodities by the formation of several associations of bakers in the West. The result was highly gratifying, both as to increased products and improved quality. This advanced step and manifest improvement led Mr. Loose, in 1890, to the determination to consolidate the interests of Western cracker bakers, for purposes of mutual protection, mutual economy and mutual advantages. This was an accomplishment of much difficulty, owing to divergent interests and views, but was carried to a successful issue by the sagacity, persistence and ability of Mr. Loose. His efforts thus led to the formation of the American Biscuit and Manufacturing Company, on May 15, 1890, with headquarters in Chicago. Owing to his recognized prominence, high character and ability, he was made the company's first president, and has been annually re-elected ever since, a most fitting and merited recognition of his excellent judgment as a business manager and his worth as a citizen and man. Unquestionably, Mr. Loose is one of the ablest, as well as one of the most successful, business men of Chicago. He has passed through all degrees of prosperity, the give and take of professional life, and stands to-day self made and well balanced—one of the most striking representatives of upright American citizenship in the city.

He has been happy in his domestic relations. In 1878 he was united in marriage to Miss Ella Clark, daughter of Jones Clark, of Carthage, Mo., being the great-great-granddaughter of Abram Clark, one of the signers of the Declaration of Independence. Two children were born to them, both of whom are dead.

Mr. Loose has found time, among his active business pursuits, to be sociable, being a member of several of the best clubs in Kansas City and Chicago. He is a Republican, a Presbyterian, and a member of the Masonic fraternity. Although he came to Chicago as late as 1890, he is already prominent in business. He is yet young, with buoyant spirits and good health, and bids fair to go to the head of Chicago's reputable citizens. Possessing high gifts from nature, he has well developed them by practice, and a brilliant future awaits him.

James S. Kirk and the great business house of James S. Kirk & Co. No house in the world enjoys a higher reputation for the excellence of its products than that of James S. Kirk & Co., founded in 1839 by James S. Kirk. It is a typical American house, and its affairs have always been managed with ability and energy. The members of the firm have not been content to follow beaten paths and make only a few standard articles, but have been constantly on the alert to produce meritorious novelties, and in this respect they have led every house in their line at home or abroad, and Kirk's soaps and perfumeries are used and valued wherever civilized man is found.

About sixty years ago, or within the memory of men still living, there stood upon the spot where now stands the great manufactory of James S. Kirk & Co., the first house ever built in Chicago. It was erected by Jean Baptiste Pont Au Sable, a native of San Domingo, in 1795, and in 1804 it was the dwelling of John Kinzie, the pioneer. At the south side of the present Rush Street iron bridge, in close proximity to the factory, there is imbedded into the wall of the building, facing it, a marble tablet upon which have been engraved the following words: "This building occupies the site of old Fort Dearborn. The fort was built in 1803-4, forming our outmost defense. By order of Gen. Hull it was evacuated August 15, 1812. Very soon after the Indians attacked and massacred about fifty of the troops and a number of citizens, including women and children, and next day burned the fort." No pen could do justice to the contrast which now presents itself upon the same spot. In that country which then lay beyond the "outmost defense" there now flourishes a civilization that wears the fairest guise that humanity ever wore on earth, and amidst the tall spires of costly churches, the domes of institutions of learning, and miles of palatial residences, and rows of solid business structures, upon the very spot where stood the humble dwelling of that lone citizen who dwelt beyond the "outmost defense," stands the largest manufactory of its kind in America—a building which extends along the river front a great distance, is proportionately deep and consists of five stories and a basement. In front of it are railroad tracks and switches connecting with almost every railroad centering Chicago. Back of it is the Chicago River affording communication by water with other parts of the globe. An immense chimney looms to a distance of 182 feet. This huge shaft, which is twenty feet in diameter at the base,

seems to stand as a monument, calling attention to the colossal undertaking within its shadow.

By the death of James S. Kirk, the founder of this gigantic enterprise, the city of Chicago lost one of its most respected citizens, its business community one of its brightest lights, and the cause of education one of its most redoubtable champions. Mr. Kirk was born in Glasgow, Scotland, in 1818. His father was known there as a ship builder and civil engineer of prominence. When Mr. Kirk was six month's old the family removed to Montreal, where the days of his childhood, youth and earlier manhood were passed. After receiving a thorough academic education, which was finished at his graduation from the Montreal Academic Institute, he engaged in the manufacture of soaps, candles and alkali in Montreal. He next entered the lumber business, and personally superintended his logging camp in the woods and his log drives down the Ottawa River. When scarcely twenty-one years of age he married Miss Nancy Ann Dunning at Ottawa (then known as Bytown), and removed to Utica, N. Y. There he immediately began the manufacture of soap and perfumes; and thus, in 1839, founded the now famous house of James S. Kirk & Co.

In 1859 Mr. Kirk and his family moved to Chicago, and here he continued the soap manufacturing business. With the exception of the disastrous effects of the fire of 1871 the prosperity of the house has been uninterrupted. It is remarkable that the history of the growth and development of one of the great business houses of Chicago, during the past quarter of a century, furnishes us with a history of the marvelous progress of the city itself, a progress that has attracted the attention of civilized man all over the globe. How great a part an individual house bears in that progress, or where the distinction of the progress of the city, and the progress of a single firm ends, none could venture to say exactly, for the progress in both cases is effected silently and imperceptibly by the same ends; but it would be most unjust not to acknowledge that the chief agents in promoting the rise and advancement of Chicago have been the enterprise, ability, and perseverance of the founders of her great commercial and manufacturing houses, which have made her name a household word, not only on our own continent but to the countless millions throughout the length and breadth of civilization. The founder of the house of James S. Kirk & Co. used only such means as were within his reach, seized only such opportunities as are even to-day presented in manifold form to hundreds of young and enterprising men; but he built up and guided his enterprise with a master hand. Within the past thirty-five years, directed by an indomitable spirit, and pushed by an unceasing energy, its transactions have from year to year been successfully extended beyond the confines of the continent; the character of its productions has been improved until their quality is acknowledged to be better than that of any ever before known; a system of integrity and fair dealing begat a prosperity of which no house in its line of business in America, or probably in the world, can furnish an example; its opulence and

its trade went hand in hand, a public confidence in its commodities has been established and maintained, and a gigantic business has been built up, which to a Chicago merchant of thirty or forty years ago would seem incredible.

For fifty years the stern old churchman (for during all his life Mr. Kirk was an earnest and consistent Christian) had striven to perfect the business scheme of his life. Success crowned his efforts, and he was enabled to pass his declining years in well-earned retirement in his luxurious home at South Evanston. An undivided family of seven sons, scarcely less tenacious than their persevering father, have since their earlier boyhood been engaged in the business, the four elder sons, James A., John B., Milton W. and Wallace F. Kirk, being the active and directing members of the firm. There is a fraternal feeling between the seven surviving sons of James S. Kirk that is indeed commendable. This respect and love for one another is doubtless due to the kindly training of their esteemed father. The business has been continued under the same name under which it was organized during an uninterrupted period of fifty-four years, and although it is now one of the very few establishments, if not the only one, in the United States, that have passed through half a century of existence without change of name, the natural and commendable pride the members of the Kirk family take in the record of James S. Kirk will undoubtedly cause the name of the house to remain unchanged for many decades, during which it will stand as a monument to the memory of its lamented founder. Mr. Kirk died June 15, 1886, and in summing up the events of his life, it can most truly be stated there never was a resident of Chicago who was more highly respected and esteemed than he was. During all the years of his active life he was looked upon as a model of probity and an example of the truly honest business man. He ever endeavored to instill into the minds of his sons the honorable principles which placed him on such an elevated pedestal, and that they have treasured his good precepts is proven by the universal respect and esteem in which all the members of the family are held. The Northwestern University, located at Evanston, that most beautiful of Chicago's suburbs, always found in Mr. Kirk a warm champion and a firm friend. His family follow his desire in assisting this worthy educational institution, and take much honest pride in aiding, financially or otherwise, any deserving and needy cause that will advance the people to a higher degree of education. Mr. Kirk was well educated, and impressed every one as being an exceedingly scholarly gentleman, and during his whole life, wherever his lot was cast, he was always helpful to everything tending toward a higher cultivation, and most solicitous for the cause of public education; and it may be said that in every department of commercial and general public endeavor the sons of James S. Kirk are well maintaining the reputation established by their father. At the organization of the American Exchange National Bank, in 1886, some of them became interested in it as stockholders, and John B. Kirk was elected vice-president, and upon the resignation of D. B. Dewey he was elected to the presidency of that stanch and popular institution.

James S. Kirk & Co., employ from twenty-five to thirty commercial travelers, and special representatives that attend to no other business are located in all the leading cities of the country, such as Memphis, Louisville, Denver, Galveston, Portland, Ore., etc., while branch houses are located as follows: No. 74 Park Place, New York; No. 82 Broad Street, Boston; No. 213 South Front, Philadelphia; No. 6 South Howard Street, Baltimore; No. 88 Magazine Street, New Orleans. Not content, it would seem, with being at the head of the soap and perfume industry of America, James S. Kirk & Co. have expanded their efforts into other fields of conquest, and are to-day the largest producers of glycerine in the United States. Their glycerine is known to be chemically pure and inodorous, and that designed for medicinal purposes is unexcelled of its kind. Other qualities are for the manufacture of high explosives such as dynamite, nitro glycerine, etc., and are sold only to manufacturers. In the department of soap the annual output of the company is more than 70,000,000 pounds. Kirk's soaps have attained their immense popularity in the face of the most acute competition from all sides, for the reason that J. S. Kirk & Co. have made merit constitute the true and only criterion. Their soaps embrace about every variety for general family and toilet use known to the trade. In the perfumery department are manufactured all kinds of delightful odors which have become popular to consumers of perfumery on two continents.

Charles S. Kirk, of J. S. Kirk & Co., was born in Utica, N. Y., July 20, 1857, a son of the late James S. and Nancy Ann (Dunning) Kirk. He came to Chicago with his parents in childhood and was educated in the public schools, at the Northwestern University and at Jennings' Methodist Episcopal Seminary at Aurora, Ill., then under the management of Rev. Dr. Charles E. Mandeville.

Since 1875 Mr. Kirk has been actively connected with the great business of J. S. Kirk & Co., and is superintendent of the toilet soap and perfumery departments. In this concern he has not only received a valuable business and special training, but he has a place in the manufacturing and commercial world that many a man of twice his years and experience might well envy. At the same time he has given to the business a devotion which has been influential upon its success in the department with which he has been identified.

Mr. Kirk is regarded as one of the ablest and most prominent of Chicago's younger business men, and the confidence which is reposed in him was illustrated, in 1892, when he was appointed by Gov. Fifer a commissioner of Lincoln Park, notwithstanding the fact that reputable men of many more years and much more experience in public affairs were applicants for the office.

An enthusiastic Chicagoan, he is ever ready to lend his aid and influence to any movement promising to inure to the public benefit. He is a member of the Union and Germania clubs, but is seldom seen in "Clubdom," for he is domestic and literary in his tastes, and prefers the quieter pleasures of his own fireside. He was married

June 24, 1880, to Miss Mary Louise Condit, daughter of J. D. Condit, of Indianapolis, Ind. They have two children, Mary Condit and Charles S. Kirk, Jr.

Egbert W. Gillett. The world instinctively pays deference to the man whose success has been worthily achieved, who has attained wealth by honorable business methods, and whose social prominence is not the less the result of an irreproachable life than of recognized natural gifts. Such a man is Egbert W. Gillett of this city. Mr. Gillett was born in Dexter, Jefferson County, N. Y., and is the son of Paul W. and Caroline H. Gillett, who were likewise natives of the Empire State, and who came to Chicago in 1852, and both died here, aged respectively sixty-three and fifty-seven. The elder Mr. Gillett, a gentleman of more than ordinary refinement and culture, was an earnest and eloquent advocate of the cause of temperance, on which subject he frequently spoke in public.

The subject of our sketch was but four years old when brought to our city by his parents. Here he grew up, and was educated at the public schools, finishing at Wheaton College; he is therefore in the fullest sense a Chicago man and one of those whose genius and energy have largely contributed to make our city what it is. Having finished his education, he engaged in business with his father at 257 South Clark Street, where they laid the foundation of the enterprise that has since assumed such important dimensions.

With the destruction of Chicago in 1871 their entire plant, then at 61 Michigan Avenue, was swept away. The day after the fire they resumed business at 51 West Lake Street, where they remained until much of the South Side was rebuilt, and then removed to 38 to 44 Michigan Avenue, where they did a prosperous business for eleven years.

In 1882 E. W. Gillett purchased his father's interest and became sole proprietor of the business, and in 1887, requiring more room and enlarged facilities, he erected his present building, 67x100 feet, at 9, 11, 13 and 15 River Street, consisting of six stories and basement, which, although one of the most imposing and substantial buildings in the vicinity, is already quite too small for the increasing requirements of the business, which consists in the manufacture and importation of grocers' specialties, such as flavoring extracts, baking powder, etc.

The house is the largest of its kind in the West, employing about 250 hands. Its trade is carried on almost exclusively with jobbers, and extends in the Northern States from the Atlantic to the Pacific Coast. A branch factory and office were established at Toronto, Ontario, in 1887, to supply the Canadian trade. In 1885 Mr. Gillett founded the Champion Chemical Works, at 195 and 197 Michigan Street, importers of chemicals and manufacturers of concentrated lye, potash, etc., of which company he is now president. He has large real estate interests in Chicago and subdivisions in the State of Ohio.

Mr. Gillett was one of the founders of the Lincoln National Bank, of Chicago,



Edw. Gillett

and for several years was one of its directors. He is at present a director of the American Exchange National Bank of Chicago, a director of the Chicago Opera House Company, a trustee of Illinois College, located at Jacksonville, Ill., a trustee of Plymouth Congregational Church of Chicago, a member of the Union League Club, of the Illinois Club, of the Washington Park Club and of several shooting clubs and other clubs, corporations and associations.

Mr. Gillett was married July 25, 1868, to Miss Mary E. Gaffney, of Chicago. Their children are Lillian May and Charles W. Gillett. Miss Gillett, a beautiful and accomplished debutante of the social season of 1891-92, is a graduate of the Ogontz School for Young Ladies, near Philadelphia, Penn. Mr. Gillett's ideal home is the handsome brown-stone residence, 3334 Michigan Avenue. In his stables are fine and complete turnouts. He is fond of the chase and often goes into the country on fishing and hunting excursions, sometimes accompanied by his family. In politics he is strongly, but not obtrusively Republican, and he is not an office-seeker. He is an intelligent and discriminating patron of the drama, the arts and literature and a thoroughly representative Chicagoan and American. Of his ample fortune nothing was inherited. It is entirely the result of his own ability, energy and well-merited business success.

Dr. Vincent C. Price. One of the most conspicuous figures in Chicago's later history is the gentleman whose name heads this sketch. Of the most comprehensive abilities, and of the most earnest and intense application to any object in view, he has adorned every position he has taken, and made his every effort a commanding success. In no walk of life would he ever have been satisfied with mediocrity. The qualities that have served him would doubtless have made him a prominent political factor had his ambitions turned to such honors as a public life offers; as a physician he might have risen to eminence, and indeed did at one time take high rank; but it was in the wide field of business, of commerce, of finance, that he found his desired opportunity, fought his greatest fight, won his most shining victories. As a director of great financial and commercial undertakings he stands pre-eminent, the peer of the most honored of the many whose combined efforts have resulted in the development of Chicago, now looked upon by everyone as, in many respects, the most remarkable city in the world, and in all those elements which produce steady and substantial growth and produce true greatness, unquestionably the greatest city in the western world.

Vincent C. Price was born at Troy, Rensselaer County, N. Y., December 11, 1832, and more truly than of most men for whom the claim is made, it may be said that he has been the architect of his own fortune. Even his education, which was both thorough and liberal, he obtained through his own unaided efforts, for to one of his scientific bent to have denied himself its pleasures and its benefits would have been impossible. After mastering the possibilities of the public schools of his native town

he was graduated in 1855, at the age of twenty, from a leading Eastern college. He soon after began the study of medicine and surgery, and in 1856 a prominent medical college of New York conferred upon him the degree of M. D. Meantime, in March, 1855, he had married Miss Harriet White, daughter of Dr. R. J. White, of Buffalo, N. Y., who has borne him three sons and two daughters, the eldest son of whom, R. C. Price, is connected with his father in his more important interests. The Doctor enjoyed unusual facilities for investigations in the realm of chemistry, and the chemical laboratory of his alma mater was the place above all others in which he delighted. He had his attention directed early in life to the necessity for something in the way of baking powder that would combine convenience of use with cheapness and purity, and the last requisite he considered most important of all. While a student he made many tests to discover a chemical combination that would fill these requirements, and at last his efforts were crowned with success, and from that time on he never relinquished the idea of, at the earliest possible date, engaging in the manufacture and introduction of a baking powder that should be at once healthful and adapted to universal use.

But the time was yet enfolded in the shadows of the uncertain future. He had acquired a profession and must utilize it to gain the living which the world never owes to any man who does not work for it with brain or muscle and will and perseverance. In 1860 he removed to Waukegan, Ill., and engaged in the practice of medicine and met with pronounced success. Five years later he was enabled, partially by this success, to put his long-cherished plan in operation. It was in 1865 that his project took definite form in the organization of a company which established its office and laboratory on West Lake Street, Chicago, where they were located during the ensuing two years, until they moved to East Lake Street, near Market. Misfortune overtook the young enterprise and its plant was entirely destroyed by fire, but business was soon resumed at 47 and 49 West Lake Street and was there continued for three years, when new and larger quarters were found at Fifth Avenue and South Water Street, which were utilized until May 1, 1876, when the company moved into the large office and laboratory building, which as the "Dr. Price Baking Powder Factory," was long a landmark in the manufacturing district immediately north of the river. Dr. Price purchased the interest of his partner in February, 1884, when an incorporation was effected under the name of the Dr. Price Baking Powder Company, with a capital stock of \$500,000, Dr. Price being chosen its president and treasurer and R. C. Price its secretary. The company is now in a flourishing condition with branch offices in New York, St. Louis and San Francisco.

At the beginning of this enterprise the output was sold by ounces, as it were, but in time tons came to be the unit of measurement and the manufacture of flavoring extracts was added. In 1891 the sales of Dr. Price's Cream Baking Powder alone reached the enormous sum of \$1,500,000. The flavoring extract feature of the busi-

ness gradually assumed great prominence and gave the house a new fame commensurate with that which was earlier conferred upon it by the Cream Baking Powder; and the Doctor determined to dispose of the older branch of his business and engage in the manufacture of flavoring extracts exclusively. Accordingly in 1891 that interest was sold advantageously to a syndicate, and the Price Flavoring Extract Company was organized, with Dr. V. C. Price as president, R. C. Price as vice-president, and A. C. Fisher as secretary, with offices and laboratory at Illinois and Cass Streets. The Doctor has always given and still gives much personal attention to his manufacturing interests, and indefatigable in whatever he has undertaken, he has been ceaseless in his efforts to succeed, and there is abundant evidence that he has been one of the most successful business men of this or any other period. In his special lines he has led the manufacturers of Christendom, and from the employment of half a dozen helpers at the outset, he has seen his enterprise grow until it gave employment to 600 people in the largest factory of its kind anywhere and made his name known throughout the trade of the civilized world.

Absorbed, as he always has been in his large manufacturing enterprises, Dr. Price has found time to identify himself prominently with other important interests, as is attested by the fact that he is president of the Lincoln National Bank and of the Pan-Confection Company. Equally earnest and energetic in either private or public undertakings, he is always ready to use his purse or his abilities in the furtherance of the interests of the city, and his great enterprise, by the employment of large numbers of men and women and by the excellent reputation of his products the world over, has done much in the direction of helping Chicago materially, and making it favorably known in all directions. As a scientific experimenter and discoverer, he has, through the introduction to the world of Dr. Price's Cream Baking Powder, conferred a boon upon humanity which is recognized and appreciated in this age of adulteration in food materials, and in his delicately and purely compounded flavoring extracts he has given to the public something that meets the approval of bakers and housewives everywhere. A glance at the career of Dr. Price reveals clearly the fact that he can not attribute his success in life to any combination of lucky circumstances in his favor, but has won his way by the force of his own brain power and resistless energy and integrity, by intellectual effort well seconded. There are few men who have accomplished more than he, when the benefits to the community as well as individual profit are concerned. His strong characteristics are of the kind that impress everyone with the opinion that he can be trusted with everything without question, that his opinion in business matters is absolutely reliable, and that he is one of the level-headed, most careful and most honest of men.

Philip D. Armour. The Armours formed one of those old-fashioned large American families, such as strong old States like New York used to produce. When Danforth and Juliana (Brooks) Armour left Union, their old Connecticut home, they

located at Stockbridge, Madison County, N. Y., in September, 1825. Of the six sons born to them, there was Philip D., whose birth occurred on May 16, 1832. This was a sturdy, robust, cheerful company of American schoolboys, such as are frequently seen about "the little red schoolhouse." Philip, however, was the one whose ambition gained him a course at a neighboring seminary also.

Philip D. Armour was always a natural leader. He had that comprehensiveness of conception, the sagacity of intuition, and boldness in execution that characterizes a general. When he was about twenty years of age, the winter of 1851-52, he was enthused by the gold stories from the Pacific coast, and at once prepared to take part in the wonderful discoveries himself. His party left Oneida, N. Y., in the spring of 1852, and after a long overland trip of six months, reached the field of gold. A period of four years elapsed before he returned to the old homestead, rich in experience and in some gold.

He was now ready to locate in the West in some commercial line, for he was destined to be a great general of commerce. Locating in Milwaukee, he joined Frederick B. Miles, in the commission business.

These qualities that had made him a leader in his boyhood even more impressed themselves on his business associates and the leaders of finance in Milwaukee. It happened that in 1863 the firm of Miles & Armour and the pork packing house of Mr. Plankinton and Frederick Layton were both dissolved. This was Mr. Armour's opportunity and he took advantage of it, so that the combined talents of Mr. Plankinton and himself, together with the fluctuation of prices due to the closing of the war soon left them with a fortune. This, followed by the growth of the West, gave abundant opportunity for development.

The latter came about in this way: Herman O. Armour, a brother, had been in the grain commission business in Chicago since 1862, and in 1865 turned over its management to a younger brother, Joseph F. Armour, in order to take charge of an eastern house for Armour, Plankinton & Co. This gave a connection with the finances of New York for their western operations that was of the utmost value. His Chicago house had begun packing in 1868 under the firm name of Armour & Co., but in 1870 they absorbed the entire pork-packing interests of the city and soon made them one of the wonders of the West.

Believing that houses planted near the producing regions would be valuable, works were put in at Kansas City under the firm name of Plankinton & Armour, with an elder brother, Simeon B. Armour, in charge. The health of Joseph F. failing, Philip D. came to Chicago from Milwaukee in 1875 and has since had charge of its operations. The marvelous growth of these works have made the name familiar in every corner of the earth. To say that the regular distributive sales of the Chicago house alone exceed the gross receipts of any railroad corporation in the world, is to merely suggest the vastness of this great firm's operations.



W. B. Conkey

The death of Joseph F. occurred in 1881, and his legacy of \$100,000 for a religious and charitable institution was entrusted to Philip D., whose carrying out of not only his brother's plans, but of additional ones of his own, is a prominent event of philanthropic history in Chicago. The Armour Mission of the first, and the Armour Institute of the latter, plans, of which the Rev. Dr. F. W. Gunsaulus is president, are two of the most prominent institutions in religious and educational life of this western metropolis.

Mr. Armour is as regular in his attentions to these institutions as he is to his business affairs. One of the most industrious of men, he is at his office every day by 7 o'clock. An extensive traveler, and of an unusual sagacity as to the future trend of events, he combines with a high character of sterling integrity a constitution as tireless as his energy seems unweariable. In October, 1862, Mr. Armour was married to Miss Belle Ogden, at Cincinnati, Ohio, the only daughter of Jonathan Ogden. They have two sons, who are now active, able business men, in partnership with their father: Jonathan Ogden Armour and Philip D. Armour, Jr.

The W. B. Conkey Company. The growth, in less than a decade and a half, from a small beginning to such an enterprise as that of the W. B. Conkey Company, is one of the industrial wonders of Chicago and of the United States. From an obscure bookbindery at 143 Monroe Street in 1879 to the colossal book manufacturing and publishing concern in the Conkey buildings, at 341-351 Dearborn Street and 63-71 Plymouth Place, in 1894, is a movement forward, the contemplation of which is well calculated to astonish even Chicagoans accustomed to sudden and phenomenal development in every department of human endeavor.

This is one of the largest manufacturing publishing enterprises in the world. Its productions cover a wide field, and include the making of works finished by many other publishing houses, a large amount of which may be described as the regular transient issues of any important concern, and numerous large works issued by the W. B. Conkey Company exclusively. It is this company which has produced most of the works issued in supplemental parts by the great newspapers as an agency to promote their circulation, and it was the W. B. Conkey Company which handled the literature of the World's Columbian Exposition of 1893 and produced all the catalogues and other publications of the Great Fair with a success as remarkable in its field as the success of the makers of the exposition itself. Its departures are almost uniformly successful, and they constitute a force which has almost broken down old styles of production and distribution of literature of the popular and useful and therefore widely requisite kind.

The W. B. Conkey Company is a large establishment, and employs 1,500 people in the manufacturing departments, being the largest establishment of its kind in the United States, and at the head of it is a man great in his peculiar field; a man of enterprise and originality, venturesome but always conservative, and risking no more

in any one project than he can lose without imperiling his financial solidity. Such a man is as interesting in his personality as in his business. This maker of the people's books is a Canadian by birth, that type of Canadian long famous for out-Yankeeing the Yankees with whom he is thrown in contact, but with whom he is, in all essential characteristics, identical. In the realm of printing, engraving and publication, Canadians have in numerous instances been the leaders in America of notable departures, some of which have brought about practical revolutions in some departments of book manufacture. Several instances in support of this statement may be readily recalled by any man well posted in this line.

Walter B. Conkey has proven by his career in Chicago that he possesses in a marked degree all those qualities of inventive talent, organization and executive ability which alone could successfully introduce innovations and create and expand such a mammoth enterprise as that for the existence of which he and he alone is responsible. It was in Chicago that, as a youth, he learned his trade, that of printer, and here when opportunity afforded he embarked in the well-planned small beginning which has developed into his huge line of industry. He has shown by his choice of lieutenants, heads of the departments of his business, that he possesses the qualities which make generals successful, for he has never failed to find for any important and responsible place some man on whom he could depend to manage affairs intrusted to him strictly in accordance with his own well-defined ideas as to how they should be managed, and thus he has secured a unity in the workings of his establishment seldom to be found in such a concern.

One of the most remarkable achievements accomplished by the W. B. Conkey Company, and one never duplicated in book making, was the type-setting, printing and binding of the "American Encyclopædic Dictionary," a handsome work of eight volumes, containing almost 5,000 pages, and handsomely and substantially bound in full morocco, in less than eight months from the time the work was started. This work is conceded by far the best dictionary to-day upon the market, containing nearly twice as many words as "Webster's International Dictionary," and about 35,000 more words than the "Century Dictionary." The compilation of this work represents seventeen years of labor, and an expenditure of nearly \$600,000 in its preparation.

Frank Amman. The rapid growth of Chicago, the extension of its visible limits, and the multiplication of its buildings have given great opportunities for those engaged in the manufacture of building materials of all kinds. Brick was the first permanent building material used, and, from the beginning of its manufacture here, brickmakers have occupied a prominent place in local business circles. There are few, if any, of them who have been more widely known or more highly esteemed than has Frank Amman, 245 Osgood Street, through a long and useful business career. Born in western Austria in 1828, the eldest of six children of George Amman, who was a farmer and shoemaker, he served an apprenticeship under his father to the shoemaker's trade,

and in 1854 came to America. Stopping at Rochester, N. Y., his attention was directed to brickmaking, and he set himself about acquiring that trade as being more to his taste than shoemaking. In 1856 his employers in that city started a brick yard in Chicago, and Mr. Amman came with them and has since been identified with brick manufacture in this city. In 1866 he became a partner in the brickmaking firm of A. Walbaum & Co., which continued until 1874, when he purchased the interest of his partners in the enterprise, and has since conducted it as sole proprietor with much success. From 1870 his brickyard was the largest in the city and its business the most extensive in its line. He has filled many large contracts in Chicago and elsewhere, and is regarded as one of the most important men in this department of manufacture. He is a member of the Builders and Traders' Exchange, and is an associate of most of the leading men connected with the building interests of Chicago and an intimate friend of many of them. He is one of the fathers of the brick industry of Chicago and deserves great credit for the conspicuous and effective part he has taken in its promotion. He was married in this city, in 1859, to Miss Barbara Stiellan, who has borne him three daughters.

John Ramsay. The foundry interests, almost from the beginning of business enterprise, have been most important here. Chicago has few manufacturers more prominent or held in higher esteem than John Ramsay, superintendent of the foundry of the Tarrant & Ramsay Company (Robert Tarrant and John Ramsay), 52 Illinois Street.

Mr. Ramsay was born in Scotland, February 1, 1847, a son of John and Rachel (Whitehead) Ramsay, also natives of Scotland, the father born in 1814, the mother in 1821. The family settled in Ontario, Canada, in 1853, and Mr. Ramsay, who was a butcher by trade, died in Galt, in 1869, Mrs. Ramsay surviving him and living at this time in Chicago. Mr. Ramsay's father, Thomas Ramsay, grandfather of John Ramsay (also a butcher), came with the family to America and died at Hyde Park, Canada, at about the age of sixty years.

The educational advantages of Mr. Ramsay were limited to about three years' attendance at the public schools, and though he is now the possessor of a wide range of useful and practical information, he is largely self-educated. In 1860, at the early age of thirteen, he began serving a four years' apprenticeship to the molder's trade, at Galt, Ontario. It was in 1868 that he came to Chicago and went to work as a journeyman molder. From 1871 to 1881 he had charge of various foundries in this city, and in the year last mentioned he formed a partnership with Daniel Monroe and started a foundry enterprise which was continued until 1885, when Mr. Ramsay became a member of the firm of Tarrant & Ramsay.

Mr. Ramsay was married in December, 1871, to Miss Isabella Whitehead, a native of Scotland, who died in Chicago in 1882, leaving four children: Katie, Rachel, Bessie and John. In politics Mr. Ramsay is a stanch Republican. He is as popular socially as in business circles, and is an influential member of National Lodge 596, A. F. & A. M.

The Orcutt Company, 48-54 Wabash Avenue, W. B. Orcutt, general manager, was established in 1888. In 1891 the business was removed to its present location from the Pontiac building, on Dearborn Street. In 1893 the company acquired the Hughes lithographing plant on Kinzie Street, and now has the largest establishment in the West devoted to lithographing in all its branches.

Making a specialty of high-grade color work, with each department in charge of an able and efficient head, the Orcutt Company assures the users of lithographic work that "no order is either too small or too large to receive prompt and intelligent attention." Its artistic and original designs and perfect presswork assure the best attainable results.

The fulfillment of orders at the time promised is a feature of "the Orcutt's" business system, and this is a strong point which customers fully appreciate, as is evidenced by the experience that to become the company's customer is to remain its customer so long as work in its line is required.

The popularity of the concern has been demonstrated by the doubling of its productive capacity each year since it entered the field. Among its regular and established patrons are some of the most prominent and extensive users of lithography in the United States, men who will have no work not of the highest artistic merit and at the most favorable prices, and who pride themselves upon "knowing a good thing" when they see it."

Franklin Engraving and Electrotyping Company. The business of this concern was established on a very small scale in 1861 under the style of A. Zeese & Co., and was then located on Clark Street, near the corner of Lake. After a few years more suitable quarters were found at 84 Dearborn Street, where the enterprise developed to one of considerable importance and was continued until it was driven out by the great fire of 1871. Undaunted by the misfortune which had overtaken the city and in which he had shared to an extent that would have disheartened most men, Mr. Zeese immediately set to work fitting up a place for business at 17 North Jefferson Street, in the premises now occupied by Holmes, Pyott & Co.'s foundry, and in one month after the fire was ready for work. This location was in the then center of the printing and publishing business, and for that reason was at the time a most excellent one, and during the feverish activity following the fire the business was quite prosperous. In the fall of 1872, when a large portion of the business center of the South Side had been rebuilt, a general movement in that direction began and A. Zeese & Co. were among the first in the procession and moved into the four-story building at 114 Monroe Street. Up to this time the business was confined to electrotyping and stereotyping. While the house was located there the so-called "wax process" was introduced and the business made such progress that in the spring of 1874 it gave employment to sixteen hands. It was then that the firm began the publication of *The Electrotpe Journal*, an advertising medium through which the many novelties of the firm were first brought to the

notice of printers and others likely to be interested in them. In the summer of 1878 the business was removed to a new and handsome building at 155 and 157 Dearborn Street (now the Saratoga Hotel), where it occupied the fifth floor. There the firm remained seven years, and during that time not only doubled its facilities but organized as a stock company in October, 1882, under the style of the A. Zeese Company, with A. Zeese as president and J. H. Behrens as secretary. The premises being inadequate to the requirements of the business, larger quarters were procured at 119 Monroe Street (over Bradner, Smith & Co.), and occupied for three years from May, 1885. Here the business continued to grow, especially after the introduction of the zinc etching process in 1886.

In 1888 another move was found necessary to accommodate the various departments of the growing business, and spacious, convenient and every way suitable quarters were obtained in the Franklin building at 341-351 Dearborn Street, then just completed. Although at that time rather far to the south, the location has subsequently proven the move to have been a judicious one, as the bulk of the printing and publishing business is grouped in this vicinity. Shortly after the removal to the Franklin building, Mr. Alexander Zeese decided to retire from business and in the spring of 1889 sold out his entire interest. The business had grown to considerable dimensions, giving employment at that time to nearly eighty hands, and ranked high among similar concerns in the country. By the addition of several important departments, especially half-tone, photo-electrotyping and wax engraving, and a large increase of the facilities for electrotyping and stereotyping, the business has grown to very large proportions, probably not excelled by those of any other house in its line. The company employs a force of 190 to 200 skilled hands, and its products, consisting of half-tones, etchings on copper, zinc-etchings, wax and wood engravings, vignettes, stock cuts and electrotypes and stereotypes, are shipped to all parts of the country, and also, in respectable quantities, to Europe and Australia. The name of the concern was changed in March, 1894, from A. Zeese & Co. to the Franklin Engraving and Electrotyping Company, of which J. H. Behrens is president, and C. J. Whipple secretary, and the capital stock was increased from \$60,000 to \$180,000.

Frank, William H. and Frank B. Alsip. Frank Alsip, one of the leading brick manufacturers of the world, evidences in himself the indomitable perseverance and courage which are credited to Chicago. Born at Pittsburg, Penn., November 7, 1827, he entered the ranks of the brickmakers of 1839 at the age of twelve. Five years later he was apprenticed to McClelland & Ecker, mason contractors, of Pittsburg, to learn the bricklayer's trade.

He followed the fortunes of a journeyman bricklayer and foreman until 1849, when the Argonauts won him to their cause. Crossing the plains, he became a prospector in a country of gold. In 1852 he recrossed the continent to seek the surer, if less alluring, gains which his trade offered. Stopping in St. Louis, he worked at bricklaying for different contractors for about a year.

Returning to Pittsburg, he, in 1853, became a member of the firm of McClelland & Alsip, contractors and builders. In 1854 the firm established its own brickyards. Mr. Alsip was married January 30, 1855, at Pittsburg, to Mary Jane Smiley, daughter of James and Jennie (Smith) Smiley. In 1857 he removed to Prairie du Chien, Wis. In that western town he soon established himself and extended his building operations throughout northern Wisconsin, western Iowa and southern Minnesota, with his own yards at Prairie du Chien and McGregor, Iowa, as the base of his brick supply. The majority of the larger buildings erected in that territory prior to 1871 are his work.

The destruction of Chicago opened a new field for those engaged in the building arts, and Mr. Alsip, fresh from his achievements in the prairie towns of the Northwest, did not fear to enter into competition with the thousands who flocked hither to share in her restoration. The firm of Hayt & Alsip was formed, and its formation marked an era in one of Chicago's great industries. From that date until the present this firm name is associated most intimately with the brick manufacturing industry of the West.

In 1885 the firm of F. & W. H. Alsip was established, consisting of Frank Alsip and his son, William H. Alsip, the former still retaining his interest in the firm of Hayt & Alsip. In 1887 the Alsip Brick Company was organized, with Frank Alsip as president and manager, William H. Alsip, secretary and treasurer, and Frank B. Alsip, a younger son of Frank Alsip, as superintendent. In 1889 the firm of Hayt & Alsip was merged into the Hayt & Alsip Company, with Henry C. Hayt as president, C. D. B. Howell, secretary, and Frank Alsip as superintendent.

William H. Alsip was born at Prairie du Chien, Wis., in 1858, a son of Frank and Mary J. (Smiley) Alsip, and was graduated successively from the Chicago grammar school, the Chicago High School, the University of Chicago and the Union College of Law. He began his business career by two years' service as foreman in the yards of Hayt & Alsip. His subsequent connection with the firm of F. & W. H. Alsip and the Alsip Brick Company has been stated. He married Miss Marcella Cusack, of Chicago, September 30, 1882.

Frank B. Alsip is a native of McGregor, Iowa. At the age of seventeen he left school and entered the employ of Hayt & Alsip, to learn the mysteries of brick manufacture. After five years' service he became foreman for F. & W. H. Alsip. When the Alsip Brick Company was formed he was made superintendent, which position he still holds. He is also superintendent of the Hayt & Alsip Brick Company. He was married in 1887 to Nellie, daughter of Dr. A. C. and Sarah C. Bell.

The yards of the Alsip Brick Company and the Hayt & Alsip Company, located on Forty-third Street, produce over 50,000,000 brick per annum and those of the Alsip Brick Company, at Chicago and Hamlin Avenues, about 17,000,000, while the new yards of the Alsip Brick Company, at Blue Island, have a capacity of 35,000,000, making the total capacity of all the Alsip yards about 100,000,000 per annum.

Frank Alsip was the first man in the West to use coal as fuel in brickmaking. The eyes of manufacturers of brick were turned toward him, as it had been thought that coal could not be used advantageously. Time soon proved Mr. Alsip's idea correct, practical and economical, and soon the other leading brickmakers began to use coal. Among some of the great modern buildings in which the Alsip brick has been used are the Rialto building (3,000,000), Home for Incurables (1,500,000), the Wisconsin Central Depot (about 5,000,000), the United States Appraiser's building (1,300,000), the Masonic Temple, Northern Hotel and many others. Mr. Alsip owns the largest brick manufacturing interests in the world, and is recognized as the most practical brickmaker in the West.

Joseph B. Simpson was born in Sullivan, Hancock County, Me., in 1851, a son of Amos and Amelia (McKay) Simpson. His father, also a native of Maine, was of that honored and widely read-of class, the New England sea captains. His mother was a native of Boston, Mass.

Mr. Simpson was reared and educated in the East, and was connected with the business of Simpson Brothers, in Boston, before coming to Chicago, and became a member of the firm before he attained his majority. The business was established there in August, 1869, by G. Fred and James Simpson.

Joseph B. Simpson opened the Chicago branch in November, 1885. The first year's business here aggregated about \$35,000, and this has been increased by Mr. Simpson to \$150,000 per annum, an amount which is practically duplicated by the business of the Boston office.

The house does a large business in asphalt, Portland cement, and granite cement, known as granolithic, lithogen or granitoid pavements. It has done an extensive work here as well as in the East, and the Chicago office is the center of a rock asphalt trade covering the entire State of Illinois.

In its line the concern does the leading business in the city. Mr. Simpson furnished the Grand Central depot with Neuchatel and Seyssel rock asphalt floors, dynamo room, tower-roof and belfry floor. From the same source was derived the Chicago, Milwaukee & St. Paul Kinzie Street freight house floor, and the work on the Chicago & Northwestern general offices and vaults, the tower and theater roofs of the Chicago Auditorium, the laboratory floors of the Illinois Steel Company's works at South Chicago and Joliet, and Mr. Simpson has filled innumerable contracts for brewery floors, work on private stables, school houses, police stations, driveways, walks, courtways, basements, laundries, etc.

The success of Mr. Simpson is a demonstration of what is possible in Chicago to a man of enterprise and resource, who will give his undivided attention to a useful branch of trade and not only supply the existing demand in his line, but by the very excellence of his products make an added and always growing demand for them, and the large business he has built up here is creditable to his ability as a business man of the best motives and most advanced methods.

In his political convictions Mr. Simpson is a Republican. As a member of the Union League Club, he is known to many of the leading men of Chicago and other cities, and wherever he is known he is popular. He has come to be recognized since establishing himself here as a man of public spirit, with the general interests of the city at heart and ready at any time to aid any worthy public enterprise by any means within his power.

Many who have examined into the comparative merits of natural and artificial stone for the various purposes to which they are applied, state that for many of those purposes well made artificial stone formed into flagstone, ashler, steps, copings, window sills, and indeed all forms for which stone is used, molded or plain, is beyond all comparison the cheapest and best. Contrasted with ordinary flagstone, with its characteristic property of separating naturally into flakes and layers, artificial stone possesses the advantage of homogeneousness; that is, a substance of one kind throughout. In some well-known cases old structures of such material prove how lasting such stone can be made when proper care and knowledge are employed in proportioning and mixing the materials, and such care and knowledge on the part of Simpson Bros. have rendered their work as good as the best of its kind and made it popular wherever known.

Conrad Seipp, one of the pioneers in the brewing business in Chicago and long one of the prominent business men of the city as well, was born at Langen, Germany, near Frankfort-on-the-Main, in 1825, and came to Chicago in 1849.

He began the brewing business at Fourteenth Street in 1854. From there he removed to the foot of Twenty-seventh Street, where has been gradually built up the immense South Side brewery of the Conrad Seipp Brewing Company, an auxiliary of which is the large West Side Brewery at Paulina and Augusta Streets. These two form one of the largest and most perfectly appointed brewing plants in the country.

The Conrad Seipp Salvator Export beer has more than a national reputation, and as a light beer none is superior to this company's Extra Pale Pilsener. The company has recently placed upon the market the Muenchener Hof Brau, which has become popular wherever introduced. About 300 men find employment in the breweries, malt houses and elevators of this company, which produces from 400,000 to 500,000 barrels of beer per annum.

The company was incorporated in 1876, with Conrad Seipp as president, William C. Seipp as vice-president, T. I. Lefens as secretary and treasurer and J. A. Orb as manager and superintendent, of the West Side brewery. The present officers are: John A. Orb, president; Theodore Oehne, vice-president and treasurer, and Julius H. Schiller, secretary.

Conrad Seipp, the founder of this great industry, was in his life one of the most popular citizens of Chicago, a man, who, had he entered the political arena, could have had any office in the gift of his fellow-citizens. He was as public-spirited as he

was enterprising, always liberal and helpful to the last degree. He may be said to have developed in his peculiar line with the growth of the city, and in all stages of its history his enterprise has been one of Chicago's representative institutions of its kind. This pioneer and leading manufacturer died in 1890.

J. Manz & Co. Jacob Manz, the veteran engraver, well known in Chicago and throughout the West, is a native of Switzerland, and was born at Marthalen, Canton of Zurich, October 1, 1837. Upon leaving school he was apprenticed for four years to learn wood engraving with the firm of Lips & Spalinger, at Schaffhausen. He came to the United States in 1855, and locating in Chicago entered the employ of S. D. Childs as an engraver, and was so employed for about six years.

As a member of the firm of Maas & Manz he began business on his own account in 1867. In 1870 he succeeded to the interest of his partner and became sole proprietor of the business. The next year, that of the great fire, everything he had was burnt, but with a determination characteristic of Chicagoans then and since, he set at once about the work of re-establishing himself. How well he succeeded his subsequent success attests.

In 1880 he took Alfred Bersbach into the business as a partner, and the development of the enterprise since has been remarkable. In 1890 the business was incorporated under the style of J. Manz & Co., with Jacob Manz as president and A. Bersbach as secretary and treasurer.

The concern is located at 183-187 Monroe Street, and it ranks with the great engraving houses of America. Always progressive, it has kept fully abreast of the times and employed every new process which commended itself as of practical use, besides originating some methods that have had not a little to do with the production of the very best work in the shortest time and at least expense.

Mr. Manz is not only a prominent business man, but is a leader among the Swiss-Americans in the West and especially in Chicago, where he is best known. He has been a member of the Swiss Maennerchor Society since 1875 and has been its president since 1884. For eight years he was treasurer of the Swiss Benevolent Society, of which he is now vice-president. He is a member of Gauntlet Lodge, K. of P., and Germania Lodge, A. F. & A. M. In 1859 Mr. Manz was married to Miss Carolina Knoepfli, who died in 1866. He was again married in 1867 to Miss Johanna Hesse. They have three daughters and three sons.

Alfred Bersbach, secretary and treasurer of J. Manz & Co., is a native and representative Chicagoan, and was born November 5, 1856. He was educated in this city, and in 1872 began his active life as an employe of Mr. Manz, and as has been stated, he has had an interest in the business since 1880, and been the secretary and treasurer of J. Manz & Co. since 1890. To Mr. Bersbach's business ability and tireless energy Mr. Manz attributes much of the success of the enterprise in these days of close and sharp competition.

Mr. Bersbach is a prominent Mason and is a member of Ravenswood Lodge No. 777, A. F. & A. M., of Columbia Chapter No. 202, R. A. M., of St. Bernard Commandery No. 35, K. T., and of the Oriental Consistory, to be eligible to membership in which the thirty-third degree in Masonry is requisite. He is identified also with Medinah Temple of the Nobles of the Mystic Shrine. On Christmas, 1878, he married Miss Helena Malcolm, and of their children two daughters and a son survive.

N. K. Fairbank & Co. The manufacturing industry, carried on under the title N. K. Fairbank & Co., speaks to the economists of municipality and State of those true methods by which the fortunes of individuals are built up and public prosperity fostered. Whether the large capital involved, the valuable apparatus acquired, the number of hands employed, or the wide range of American and foreign markets, wherein the products of the works are known, be considered, the result points it out as one of the principal industries of a great city and, indeed, of a great nation. Its office has been that of taking lard and other valuable food fats in their crude form, cleansing the same, adding such proportions of the finer fats as would be suitable for varied seasons and climates, and giving the product to the consumer in presentable and convenient form. This form of manufacture, which, in Chicago, has always been in the front and which, in this city, now employs thousands of operatives in its varied departments, had its origin in a building near the corner of Lumber and Twenty-second Streets, at the head of Union Street, within a block of the Twenty-second Street bridge, and for its founder an eminent citizen whose name has been familiar in and beyond Chicago for the last quarter of a century, N. K. Fairbank. At the premises mentioned, the firm of Smedley, Peck & Co., manufacturers of lard, oil, soap and candles, was, in 1864, succeeded by that of Fairbank, Peck & Co., of which the active members were Nathaniel K. Fairbank and John L. Peck. This firm soon began the preparation of refined lard, and under letters patent introduced that square wooden package so familiar to the public from twenty-five down to fifteen years ago, and known as the "caddy." The cleanliness and convenience of the package found favor promptly, and in a few years led to a rapidly increasing business in that and succeeding forms of packages. In August, 1867, as this industry was giving its first indications of a healthy and vigorous development, the establishment was completely destroyed by fire—building, machinery and stock were wiped out. That fire is remembered by old citizens as occurring on a notably warm day, as being one of the hottest fires on record, and as coating the "creek" for miles with the melted contents of the factory. Fairbank, Peck & Co., in the fall of 1867, temporarily leased for their use the provision house of Andrew Brown, on the southwest corner of Eighteenth and Grove Streets, just by Eighteenth Street bridge, the same being an old landmark, which was destroyed within the last decade to make room for the Chicago & Western Indiana Railroad system. Manufacture was carried on there while the nucleus of the present works was being built on the northeast corner of Nineteenth and Blackwell Streets in the winter of 1867-68.



J. R. Bartlett

An idea of the old-time value can be had in the fact that the firm bought the entire block bounded by Eighteenth, Nineteenth, Wentworth Avenue and Blackwell Streets for \$28,000, in the fall of 1867. Once more in their own premises, the early spring of 1868 witnessed the resumption of manufacture, on a larger scale, of refined lard, lard oil and stearine. Measured by the immense present plant and output of their and similar houses the business was small, but it furnished a curious idea of development, the ratio of certain features being as follows: Steam-boilers, then, five per cent. of the present; floor area, eight per cent.; employes, eight per cent.; teams, four per cent.; output, eight per cent., or six and six-tenths per cent. of the present establishment. The comparatively undeveloped Chicago of the same period is in the fact that their delivery teams could, in 1868, go in a bee-line across the prairie from the corner of Eighteenth and Halsted Streets to the old Bulls Head tavern at Union Park. From this comparatively small beginning, however, the development of the manufacture advanced steadily in volume, and the same qualities that have been exemplified in the progress of many great industries of Chicago were characteristic of the founder and head of this house. The various processes and apparatus were, as a rule, developed in the premises, and the quality of its products, made the brand a standard of the goods. The record of the business done previous to that time was destroyed in the firm's city office during the first great fire of 1871, but an illustration of its growth is in the comparative output statement appended to this article. In 1874 the firm of Fairbank, Peck & Co. was dissolved, and succeeded by N. K. Fairbank & Co., into which were admitted Joseph Sears and William H. Burnet, the former having direct charge of the manufacturing and the latter of the office and trading part of the business. In its early years this house, began the exportation of its products to foreign markets, so that the name is almost as familiar in the cities of Great Britain and Ireland and in all continental Europe, especially in France and Germany, and in the West Indies and Central and South America, as at home, and has probably presented the name of Chicago, to as many people of as many foreign countries as has been done in the case of any other one line of goods. It has also been a fact, reflecting credit on the enterprise and stability of Chicago houses, that the business of this firm has been uninterrupted by the great fluctuation in values and trade in lard, that, from time to time, have brought Waterloo disasters in their turn to bulls and bears. The works of this company now cover nearly all the block described above, and extend from street to street, over half the block adjoining on the south. The numerous tracks of the Santa Fe Railway give ingress to every railway doing business in Chicago. Twenty steam boilers, requiring five or six carloads of fuel daily, supply motive power and heat for the various processes in the compound, oil, and soap manufacturing, while many miles of piping are required to carry the life currents of this business. The increase of the lard compound and oil business of this house may be measured by the following figures of output: 1871, 14,000,000 pounds; 1876, 42,000,-

000; 1881, 80,000,000; 1886, 99,000,000; and the succeeding years have averaged about the same as 1886. These figures are for the product of the Chicago house alone in fats only, and do not include the large and rapidly increasing production of soap and washing powder. The figures of the output since 1876 have been affected by the fact that in that year a branch house was, for economic reasons established at St. Louis, Mo., the output of which has grown to large proportions while another branch factory was established at Omaha, Neb., in 1884, and operated several years. A branch factory was also opened in Montreal, Canada, in September, 1890, which is now in operation.

Connected with the history of this firm is that of the introduction, in a large way, and the rapid development in commercial value, of a very important and valuable food-fat, cotton seed oil. The oil pressed from the seed of the cotton plant, has, for nearly a generation been used to some extent as a cooking fat in the Southern States. It had also been used to a limited extent as illuminating oil, for soap making, and for other uses. It had for years been used in southern Europe for extending olive oil. Attempts had been made in Philadelphia and elsewhere to introduce it in the refined condition as a cooking fat with, however, but little practical result, by reason of inaptitude in preparing it for use. To have brought the use of cotton oil to its present dimensions, with its great revenue to the South and its enormous economy to consumers in every country was the creation of value. N. K. Fairbank & Co. were the pioneer firm in introducing this fat to general acceptance, and "Industrial Chicago," is entitled to the credit of this addition to wealth, and which was like the reopening of a poorly worked mine and the production from it of unexpected riches. N. K. Fairbank & Co. recognizing its value several years since, began refining the crude cotton oil, getting from it the more highly colored particles which make a valuable soap fat. The refined oil alone is too soft for convenient transportation and use, and mixed with suitable proportions of lard and stearine, was introduced to the trade in the mixture to which this firm gave the name "lard compound." To appreciate the value and importance of this oil as a cooking fat, we give a few extracts from the testimony of eminent scientists and experts, a mass of which, almost without exception favorable to cotton seed oils, was elicited by the late discussion in Congress on the compound lard question. Says Prof. H. W. Wiley, chemist of the United States department of agriculture, in his report on "Food and Food Adulterants in 1889:" "The refined cotton-seed oil used in adulterating lard has a pleasant taste, is almost odorless, and possesses a faint yellow color. Its resemblance to olive oil is so marked that for all culinary purposes it forms an excellent substitute therefore." In his report to the State Board of Health of New York, February, 1890, Analyst Willis G. Tucker says, "I am clearly of the opinion that cotton-seed oil whether used alone or commingled with other oils or fats is a perfectly wholesome and nutritious food, and as easily digested and assimilated as any of the commonly employed fats."

In the course of an inquiry before the judiciary committee of the New Hampshire House of Representatives, in 1889, testimony regarding the healthfulness of cotton-seed oil, as a food, was given by the members of the State Board of Health of that State, of which we give brief extracts, as follows: J. A. Watson, M. D.: "I believe that cotton-seed oil is a thoroughly healthful product, as much so as olive oil." J. J. Berry, M. D.: "I have used cotton-seed oil for medical purposes, and for many years for culinary use, and believe it to be wholesome, easily digested and nutritious." G. W. Pierce, M. D.: "I have used cotton-seed oil as a substitute for fresh cream, where cream did not seem to be well digested, and with almost invariably good result." The mass of competent commendations from which we take the above justify the reply of the head of this house to criticisms of business enemies: "If you find cotton-seed oil mixed with olive oil good enough to put on your tables in cut-glass bottles as salad-oil, I think it is also good enough to take into your kitchens to cook your food with." The fact that Chicago enterprise is at the front in the application of all good things, far and near, is shown in the development of the use of this oil by this Chicago house, until from very small beginning a few years since it has handled at its works in this city alone nearly 150,000 barrels in a single year, turning out a product in lard compound, refined oil and soapstock. The company manufactures and sells large quantities of different kinds of oils, stearine, soapstock and other grease products, but its principal and best-known commodities are refined lard compound, cottolene, soap and washing powder. For many years it has been the leading producer in the world of refined lard. The Fairbank brand of lard, with the boar's head trade-mark and the cherub emblems, is known wherever we find the footsteps of civilized man. The wonderful discoveries the past few years in cotton-seed oil and its almost incredible strides as a food product caused the change of brand in 1888, from Fairbank's Refined Lard to Fairbank's Refined Lard Compound, in order to correctly describe the product and obviate any objection that might be raised to selling the compound under the name of lard. The compound is, of course, considered more palatable, wholesome, and in every way more popular among consumers than the prime steam lard of to-day, made simply to suit the requirements of ordinary inspection rules on our different board of trade and produce exchanges. But the progress of cotton-seed oil, which seems as marvelous as the growth of electricity, has gone still farther and N. K. Fairbank & Co. are now introducing a greater novelty, and are devoting their means and energies to bringing the same before the public, to supersede lard entirely. To this product is given the name of cottolene. It is composed of 80 per cent. pure cotton-seed oil and 20 per cent. beef suet, and is claimed to be the very acme of perfection in the way of cooking material. To test the salability of cotton-seed oil on its own merits, and of its natural color, which is different from that of the ordinary lard and its compound, the manufacturers produce it without any admixture of lard, and with just enough added stearine to make it convenient for

handling, under the appropriate name of cottolene. This fat is of a bright golden color, of peculiarly sweet and pleasant flavor, suitable for the more delicate preparations for the table.

In the soap department the people are familiar with Fairbank's Santa Claus soap. This brand has become a household word, and no well-regulated family is complete without it. It may be stated that the introduction and establishment of the trade on Santa Claus Soap by the Fairbank Company is considered one of the greatest advertising successes of the current period, and is an achievement which has attracted more attention than anything that has happened for years among the grocery circles.

The Gold Dust Washing Powder is like the cottolene, in that it is another cotton oil discovery. This is claimed to be the best washing powder on earth, and marvelous in its cheapness, since it sells both to the trade and at retail at only about half the average price of all its competitors. It has a large and rapidly increasing sale in all parts of the country, and is even more widely known than the celebrated Santa Claus Soap.

In June, 1891, Mr. Fairbank retired from all active business, and while retaining an interest in the N. K. Fairbank Company, the management now devolved upon younger men. Messrs. Burnet and Sears had retired from the business previously. The present officers of the company are: John R. Bartlett, president; John H. Maxon, first vice-president; Henry C. Bannard, second vice-president; Guy F. Gosman, treasurer; Jasper G. Gilkison, secretary; L. C. Doggett, manager in St. Louis, and D. P. Lippincott, assistant secretary. The capital stock of the corporation is now \$2,000,000, with an additional surplus, as shown by the last annual statement, September 1, 1891, of \$1,061,257.27. The company employs, in its manufacturing and refining department, over 1,000 persons, with a corresponding large force of book-keepers and office help besides. The magnitude of its sales department will be best understood from the fact that in addition to its numerous local agents and representatives all over the country and Europe, already referred to, it employs more than 100 traveling salesmen. The total output of all the factories of the company amounted in round numbers the last year to about 200,000,000 pounds, representing in money a business of about \$15,000,000 per annum.

Mr. John R. Bartlett, who is now president of N. K. Fairbank & Co., and whose likeness adorns these pages, has had large and varied experience at the head of numerous important enterprises. He is a man of national reputation in the world of commerce and manufactures, and his services are eagerly sought from all directions to guide or manage most complex and diverse interests. Besides N. K. Fairbank & Co. he is to-day president and manager of a large number of other prosperous corporations of equal or even greater importance, among which we may mention as examples the Lehigh Valley Water Company of New Jersey and the American Cotton Oil Company.

Among business men and bankers generally throughout the United States Mr. Bartlett's name is as familiar as a household word. As the genius presiding over the fortunes of N. K. Fairbank & Co. he is as a tower of strength to one of the most vigorous and substantial industries in both Chicago and St. Louis—the two greatest cities of the magnificent West.

Nathaniel Kellogg Fairbank was born at Sodus, Wayne County, N. Y., in 1829, of rugged New England ancestry. He received a common-school education, applying himself also to study at home, and at the age of fifteen years he was apprenticed to a bricklayer. He completed his apprenticeship in Rochester, N. Y., the following year. His extraordinary ability and energy at this early age were illustrated by the fact that, from the position of bricklayer's apprentice he stepped immediately into the position of book-keeper in a flouring mill, where he was admitted to partnership within a year after his introduction to the proprietors. In 1855 the young book-keeper and miller looked westward for a wider field, removed to Chicago after a short residence in Buffalo, and subsequently returned to Rochester. His first occupation in Chicago was as western representative of the well-known firm of David Dows & Co., grain merchants, of New York City. His connection with that firm continued in different forms for years afterward. During this connection Mr. Fairbank became financially interested in a lard and oil refinery, furnishing the capital for its erection, and becoming a member of the firm of Smedley, Peck & Co., organized to operate the same. After four years' successful business the plant was destroyed by fire, as already stated, entailing a loss of \$50,000. After a year's interruption to the business the present Fairbank factory and refinery was erected in 1868, at the corner of Eighteenth and Blackwell Streets, the first expenditure for buildings and machinery at that time being \$80,000, a very small fraction of course of the total present investment. The large additional establishment at St. Louis was inaugurated in 1876, and there is now a branch refinery also at Montreal, Canada. After a time Mr. Smedley sold out his interest in the firm, and subsequently Mr. Peck retired, and in due course the firm became N. K. Fairbank & Co., with Messrs. W. H. Burnet and Joseph Sears as the active junior partners.

In 1885 the firm was transferred into a stock company with those three gentlemen, Fairbank, Burnet and Sears, as its principal officers, and while the firm name was retained, it is a fact, not generally known, that N. K. Fairbank & Co. is to-day, as for the past six or seven years, an incorporated stock company. It has agents and representatives in every leading city in the United States and in almost all the great cities of Europe. The projector of this great industry retired from active business life some time ago without surrendering his interests, but his voice is sometimes heard in the council room of its directory. The energy of character and ability displayed by Mr. Fairbank in his business life, which have brought him wealth and commercial position, have also been potent factors in advancing the prosperity of Chicago, for Mr. Fairbank's active career as a public-spirited citizen is well known

throughout the West and is marked by a breadth of spirit and absence of selfishness not always characteristic of the builders and owners of private fortunes. The enterprises for building up Chicago and for beautifying the city and adding to the comfort and pleasure and happiness of its citizens are so numerous and diversified it is possible to mention only a few of them in so brief a sketch. At the corner of Randolph and State Streets stands the Central Music Hall. The late George B. Carpenter had conceived the need of such a structure and had completed the plans of the building. Money and influence were required and the latter must be enlisted before the former could be assured. With a thorough knowledge of Chicago and its citizens, Mr. Carpenter turned to Mr. Fairbank as the one man among all the others under such circumstances whose interest must be aroused. In 1879 after Mapleson's first visit to Chicago, Mr. Fairbank placed these plans for a music hall before the public and through his influence and exertions and the example of his own subscription the remainder of the stock was quickly taken and the building erected. The great Auditorium building, to which Mr. Fairbank was also a contributor, was suggested by the success of Central Music Hall. And thus his influence aided in giving both of these buildings to Chicago as enduring monuments of its phenomenal growth. The Illinois Fish Commission, the Chicago Club, St. Luke's Hospital, the Newsboy's Home, Prof. Swing's Church, the Theodore Thomas Concerts and Festival Association are a few among the many semi-public institutions and enterprises which owe a large share of their success, if not in some cases their existence, to Mr. Fairbank's public spirit and broad-minded citizenship. Mr. Fairbank has a commodious and elegant though unostentatious home in Chicago and a handsome country residence with grounds of 180 acres at Geneva Lake, Wis. He was married in 1866 to Miss Helen L. Graham, of New York, and has four sons and three daughters. In person Mr. Fairbank is tall and well proportioned. His figure is commanding. He would be recognized in any multitude as a man of distinguished eminence in business and social life, at once charitable, generous and enterprising. The history of the great industrial concern which he inaugurated and made a success tells of his commercial connection with Chicago for the past thirty-seven years.

Henry G. Eckstein, assistant superintendent of the manufacturing department of N. K. Fairbank & Co., and superintendent of the soap manufacturing department, was born in Chicago, January 15, 1860, and is a son of Charles and Julia Eckstein. He attended private schools, and was for one year a student in the public schools, but for the most part his education has been acquired in the practical school of experience.

At about twelve years of age he entered the employ of N. K. Fairbank & Co., beginning in an humble capacity, and has been with this concern during his whole business life, gaining merited promotion from time to time. When the company began the manufacture of soap, about eight years since, he was placed in charge of that department, and for about five years he has been assistant superintendent of the general manufacturing department.

Mr. Eckstein is regarded as a most valuable man in these departments, and has done much to advance the interests of the company. It is noteworthy that he has made his own way in the world, and has met with more than ordinary success. Possessing good business ability, he has devoted it faithfully to the interests of the great corporation he serves, and which so well appreciates his services. His residence is at 4421 Vincennes Avenue.

John Calvin Lewis, more popularly known as J. C. Lewis, superintendent for N. K. Fairbank & Co., was born in 1836, in Hamilton County, Ohio, near the historic North Bend of the Ohio, and from his father's door could be seen three distinct rivers and the hills of the three States of Ohio, Indiana and Kentucky. His father was from a Maryland family that had borne arms in the wars of the Revolution and 1812-14, and his sterling qualities as a useful citizen and leader in the affairs of his vicinity left a tender memory of him many years after his death, which occurred in 1866. His wife was of that Scotch-Irish Presbyterian stock in the north of Ireland that has furnished so many valuable immigrants to our country. J. C. Lewis received a common-school education and then took a regular collegiate course at Miami University, Oxford, Ohio, one of the oldest Western colleges, and whose graduates have filled many important places in professions and in political life and prominent among whom is President Harrison. Mr. Lewis graduated in 1860, and, after casting his first presidential vote for President Lincoln, came to Clinton, Ill., and, as a student, entered the law office of his uncle, S. F. Lewis, of that town.

As were the occupations of so many thousands, his studies were interrupted by the war cloud of 1861, and after some weeks of drilling and recruiting, he enlisted in a company from Clinton, and with it joined Company F, of the Forty-first Illinois Infantry in July, 1861, and was mustered into the United States service as second lieutenant August 5 following. The regiment received its arms at the St. Louis arsenal, and after some weeks of guard duty at St. Louis and Bird's Point, Mo., joined in the occupation at Paducah, Ky., September, 1862, and was in the first brigade of the division organized at that place by Gen. Charles F. Smith, that ideal of the flower of the old regular service, whose untimely death at Savannah, Tenn, in April, 1862, was deeply mourned by his troops. Lieut. Lewis was with his command at Fort Henry and the siege of Fort Donelson, and, receiving the grade of first lieutenant, just after the surrender of Donelson, was detached as assistant adjutant-general of the First Brigade, Fourth Division, of the Army of the Tennessee, then just organized. April 3 Lieut. Lewis was promoted to a captaincy of his company and returned to line duty just in time to be in the thick of the first day's battle of bloody Shiloh. The carnage in Hurlburt's Fourth Division, which won such commendation by its steadiness that day, and by its sadly thinned but unbroken formation as the sun went down, is illustrated by the fact that Capt. Lewis, the junior captain that morning, was advanced by the death and maiming of field and line officers, to the fourth captaincy that evening.

Participating in that costly farce, the siege of Corinth, in May, and during the ensuing summer and fall in arduous service, the health of Capt. Lewis was so affected that after the battle of Hatchie River, in which Hurlburt's Division successfully met Price's Army on its retreat southward, after his defeat by Rosecrans at Corinth, in October, 1862, he resigned on account of nervous exhaustion and returned North.

Broken as he was in health, sedentary work was impossible to him, and for some years he engaged in various pursuits. In 1863 he married Alice E., daughter of Dr. John H. F. Thornton, of North Bend, and granddaughter of President William Henry Harrison. Their union was blessed with four sons and a daughter, the older two sons now being married and promising young business men, one of them being contracting agent with the Big Four system, and the other an assistant superintendent with N. K. Fairbank & Co. In the spring of 1870 Mr. Lewis brought his family to Chicago and was connected with the lumber firms of Newman & Sumwalt and Holmes & Co. till the spring of 1875, when he became identified with N. K. Fairbank & Co. After becoming familiar with the materials used and the methods of manufacturing, he became assistant to Joseph Sears, then superintendent, and especially took up the work of preparing and shipping the domestic orders for goods.

The firm had decided, in 1876, to establish a branch factory in St. Louis, in the interest of their growing trade in Southern States, and as their increasing business demanded more ample facilities, the large packing house of the Henry Arms estate was secured, and Mr. Lewis went to St. Louis to assist in fitting up and to superintend the operations of this house. An unexpected change in the Chicago house at a busy time recalled Mr. Lewis to this city in the spring of 1880. He filled the position of assistant superintendent until some four years since, when business changes demanded the presence of a superior at the city office and since then Mr. Lewis has held the busy, responsible position of superintendent of the works. In addition to the cares of manufacturing in Chicago N. K. Fairbank & Co. have operated branch houses, not only in St. Louis but in Omaha and Nebraska, for a time in New York City and for the last two years in Montreal, Canada, and in all of these branches Mr. Lewis had much to do with the fitting up and physical operation. Mr. Lewis cast his first ballot for Hon. W. S. Groesbeck, of Cincinnati, for Congress, but with that exception he has always been a Republican and voted for the candidates of that party. He is a member of the Loyal Legion, is popular personally, not only in business, but in social circles.

Cyrus Hall McCormick, eldest child of Cyrus H. and Nettie (Fowler) McCormick, was born at Washington, D. C., May 16, 1859, his parents having been at that time residents there for some months, his father's presence being required in the interest of patents upon his celebrated reapers. After passing successfully through the grammar and high school courses in Chicago, he was graduated from the high-school with the highest honor of his class. He then entered Princeton College, from which institution he was graduated with the class of 1879.



Cyrus H. W. Cornick.

edge of the world and of business methods and conditions. About 1848 he returned to Odernheim and engaged in brewing on his own account.

That was a time of political upheaval in Germany, and Mr. Brand, independent, self-reliant and a lover of liberty, in 1848-49 took a decided stand on the side of the revolutionists. After these troubles had subsided, those who had taken part in the revolutionary movement were subjected to systematic annoyance, and Mr. Brand soon tired of such treatment, and seeing no hope of the establishment of republican government in Germany, determined upon leaving his native land, and in America establishing a new home amid more favorable and congenial surroundings.

He arrived in the United States early in July, 1852, and, after remaining a year in Detroit, came in 1853 to Chicago, where, as a member of the firm of Busch & Brand (Valentine Busch and Michael Brand), he engaged in brewing at Blue Island. The firm soon established a branch concern at 29 and 31 Cedar Street, Chicago, and there its principal office was removed in 1863. About 1870 a division of the firm's property was made, though the partnership continued until Mr. Busch's death in 1872, under which arrangement the Blue Island plant was retained by Mr. Busch and was inherited by his heirs, while Mr. Brand retained the plant on Cedar Street, there continuing business under the style of the Michael Brand Brewing Company. In 1878 the Cedar Street brewery was converted into a malting establishment and Mr. Brand built a new brewery at Elston Avenue and Snow Street. In 1889 he sold the latter property, retaining the Cedar Street property, which he yet owns, to the United States Brewing Company, from which ownership it later passed to that of a syndicate of the same name. At that time Mr. Brand, having amassed a handsome fortune, retired from active business.

Mr. Brand is a man of fine social qualities, who loves good fellowship and heartily enjoys the companionship of his friends. He is a member of the Germania Society and of the Iroquois Club. In his extensive travels, both in this and foreign lands, he has acquired a vast fund of valuable information. He is an interesting and instructive talker and is possessed of a great variety of interesting reminiscence and pertinent anecdote. His political affiliations have, as a rule, been Democratic, and his active and influential life has made him sought after for different important public positions. He was a member of the General Assembly of Illinois for the years 1862-63, and in 1873-74 represented the Nineteenth Ward of Chicago in the common council. His official conduct was that of an upright, honorable business man, and on both occasions he retired from office, as he had entered it, with the confidence and esteem of his fellow-citizens. He was one of the stockholders of the Inter-State Exposition Company, of Chicago, is a director in the International Bank of Chicago, and has, since 1882, been a member of the Board of Trade.

Mr. Brand was married in 1859 to Miss Phillipena Darmstaetter, a daughter of Michael Darmstaetter, at one time a prominent brewer of Detroit. Mrs. Brand, who



Mish Brand

is a woman of many natural and cultivated graces, presides over their home in a manner which renders it one of the most hospitable and refined in the city. In his religious views Mr. Brand is a Protestant, but he holds liberal views and accords to all others the absolute freedom of thought which he claims for himself, and which has characterized him in every relation of life.



GLOSSARY OF LUMBER TERMS.

A

- Acacia. The wood of an Egyptian tree, said to have been used in the Ark of the Covenant.
- Acanth. The acanthus tree.
- Acrolith. A statue of wood and stone combined.
- Ailanthus. The wood of a tree found in the Moluccas.
- Alder. A wood used by turners, the bark of which yields a dye and a tannic acid.
- Altar rail. A wooden railing between the chancel and nave.
- Amboyna. A mottled and curled wood.
- Ancone. A crossbeam.
- Apothesis. Book shelves on south side of chancel in ancient churches.
- Apple. A close-grained wood sometimes used in finishing work.
- Apron. The piece that holds the cutting tool of a planer. A plank flooring at the entrance of a dock.
- Arbutus. The wood of the arbutus tree.
- Ash. A tough elastic wood prized by wood workers and popular for interior finishing.
- Aspen. The wood of the aspen tree.
- Astragal. A half-round molding.
- Auger. A boring tool larger than a gimlet.

B

- Back. The convex face of a bent timber.
- Backsaw. A saw whose blade is stiffened by a metallic back.
- Backwoods. The great pine districts of Wisconsin, Michigan and Canada.
- Baguette. A molding smaller than an astragal.
- Baildog. An iron with fangs for fastening a log on carriage in a saw mill, formerly used in the ancient sawpit.
- Balk. A great beam.
- Balsamfir. A member of the pine family.
- Baluster. A carved or turned upright to support handrail of stair, veranda, balcony, gallery or bridge.
- Balustrade. A series of balusters, generally of turned wood.
- Bamboo. The woody part of the bambusa arundinacea.
- Band. A projecting strip encircling a column or in course.
- Bandsaw. A saw in the form of an endless steel belt, with teeth on one edge, running over wheels.
- Banding plane. Used for grooving in straight and circular work.
- Banister. Same as baluster.
- Banquette. A narrow, winding seat or shelf.

- Baptistry. A small strip of wood separating and supporting glass in a window or door.
- Bare. That portion of shingles exposed to weather.
- Bark. The covering of trees, not useful to lumbermen.
- Barrage. An obstruction placed in a river to increase the depth of water.
- Baseboard. The 8, 10 or 18-inch strip extending round a room next the floor.
- Basswood. A soft, easily worked wood. The wood of the linden tree.
- Batten. A strip of wood used to cover joints between boards. A 2x6 scantling.
- Batten door. A board door—the boards being held by battens nailed crosswise.
- Battening. Furring by small pieces of wood fastened to wall.
- Bead. A small round molding, embossed or continuous.
- Beading. A molding cut into beads.
- Beam. A long, heavy timber. A horizontal support.
- Bedmolding. The molding underneath a corona in a cornice.
- Beech. A hardwood valuable in wood manufactures.
- Bellcage. A frame to hold a large bell.
- Beefwood. An ornamental Australian wood used for cabinet work.
- Belly. The concaved surface of a bent timber.
- Belt. Same as band.
- Belvedere. An open frame or rustic building used in landscape gardening.
- Bench. A long, tabular structure on which carpenters work.
- Bench-table. A square timber at base of wall used as a seat.
- Bent. A transverse frame in a wooden structure.
- Bevel. An angle on wood different from a right angle. An incline from an angle of ninety degrees.
- Billet. A molding square or round, like a billet of wood.
- Birch. A wood useful in many ways, but particularly for furniture. The birk.
- Birdseye maple. A lustrous maple wood, showing the sinuous course of fibers.
- Blade. The principle rafters of a roof.
- Blaze. A mark on forest trees to indicate a trail or new roads. A mark on a lumber tree.
- Blinds. Hinged screens or exterior shutters for windows.
- Block. A bulky piece of wood, as a butcher's block, the block of the guillotine.
- Bloodwood. The red wood of the bloodwood tree.
- Blue gum. The wood of a tall Australian tree now grown in the Southern States.
- Board. Sawed or hewed lumber about one inch thick and six to fourteen inches wide.
- Bogwood. A hard, heavy, blackwood, found in bogs; valuable in fine cabinet work and brooch manufacture.
- Bole. The trunk or stem of a tree.
- Bond timber. Wood in mason work to strengthen it lengthwise and afford support to interior walls.
- Boom. A line of logs, connected at ends, used to enclose saw logs, lumber rafts and timber.
- Boultel. A quarter-round molding.
- Box. A wooden structure with vertical sides and horizontal top and bottom.
- Box elder. The ash-leaved maple.
- Box shooks. Lumber cut in regular lengths to make boxes.
- Boxwood. A hard, heavy wood used by wood-engravers and turners.

- Bracket. A curved and ornamented supporter of a projecting member.
- Brazil wood. A heavy, reddish, tropical wood, used in cabinet work and modern car-building.
- Bridgeboard. The notched board to which are fastened the risers and treads of a stair.
- Brier-root. The root of the smilax laurifolia, used for tobacco pipes.
- Browpost. A beam extending through a building.
- Bullchain. A chain used in a saw-mill on bullwheel instead of a rope.
- Bullwheel. The wooden wheels and axle on which a rope is wound.
- Bunk. The berth in a lumber shanty.
- Burr. A small, circular saw; a triangular chisel.
- Butmentcheek. The timber surrounding a mortise.
- Butternut. A wood of the walnut species, peculiarly American, as is the mockernut or whiteheart, the pignut, and the swampickory or bitternut.
- Buttingjoint. The right angled or oblique joint between two pieces of timber.
- Buttonwood. Sycamore wood.

C

- Cabinetmaker. A specialist in artistic woodwork.
- Cabinetwork. The art of making cabinets and fine woodwork.
- Cable molding. A molding in the form of a cable.
- Caisson. Sunk paneling on soffits or ceilings. A coffer panel.
- Calamander wood. A striped, black wood, valuable in furniture manufacture.
- California redwood. An ornamental wood found in the fog valleys of California.
- Camber. The concave soffit of a beam, girder or lintel.
- Camphor. A wood prized by makers of cabinets and clothes chests.
- Camwood. Barwood; an African dyewood, imported for turners' use also.
- Cant hook. A wooden lever with a movable iron hook near the end.
- Caracole. A spiral staircase or cocklestairs.
- Carpenter. A house builder, a worker in lumber and mill work.
- Carpentry. The art of building frame houses or finishing same.
- Carriage. The movable platform on which a log is placed for sawing.
- Case. A window or door frame.
- Casemate. A concave molding often used in cornices.
- Casting. The warping of a board.
- Cedar. A reddish wood with fragrant odor. There are also white and yellow cedar.
- Cedar posts. Enduring posts used for supports, piling and fencing.
- Cellar sash. The heavy frame for cellar windows.
- Chain molding. A molding shaped like a chain.
- Chamfered doors. A door in which the panels are set in grooves.
- Checksash. Sash in which the upper and lower bars show close joints.
- Cherry. A valuable wood used in cabinet work, in car building and interior work.
- Chestnut. A light, coarse-grained lumber used in finishing work.
- Chine. To chamfer the ends of a stave.
- Chute. The trough or channel through which timber and logs are conveyed from a higher to a lower level.
- Clamp. A piece of wood bound to another to strengthen it,

Clapboard. A narrow weatherboard, having the lower edge thicker than the upper one.
 Clear lumber. Lumber free from knots, fit for the finest finishing work.
 Cleat. A transverse strip fastened to a door to prevent warping.
 Cleft. A long narrow piece of wood obtained by splitting.
 Coarse-grained. A wood with a rough grain.
 Cocoa. A tropical tree, the wood of which is sometimes used in cabinet work.
 Cocobola. A beautiful hardwood imported from the Antilles.
 Cocus. A wood used in making flutes.
 Collarbeam. A horizontal 2x4 or 2x6 from rafter to rafter, to hold them in place.
 Common lumber. Boards, scantling, etc., with some innocuous defects.
 Console. A small bracket.
 Cordwood. Wood cut in certain lengths, a cord of which equals 128 cubic feet.
 Cottonwood. A soft poplar, easily worked but not durable.
 Coulisse. A grooved piece of timber.
 Cove molding. A member with concave surface.
 Crenelated molding. A notched molding.
 Crib. A small raft of timber.
 Crossband. A veneering method, to change the direction of the grain in paneling.
 Culls. Unsound or very coarse lumber.
 Curly cypress. A durable wood from the American species.
 Curly maple. A lustrous wavy grained rock maple.

D

Dalbergia. The East Indian blackwood trees.
 Deadwood. Trees which died while standing.
 Deal. A board six or eight feet long and six inches wide. It is wider than a batten.
 Deckmolding. The molding at deck and lower plane of roof.
 Dimension lumber. Lumber cut in sizes suitable to the general trade.
 Dog. A grappling iron for raising or moving timber.
 Dogwood. The exceeding hard wood of the Cornus trees.
 Doorcheck. Same as jamb or doorpost.
 Dovetail. A tongue and socket arranged to make an interlocking joint.
 Dry lumber. Lumber kept until its moisture is evaporated.
 Dry kiln. An artificial lumber dryer wherein hot air is used.
 Duremen. The heart-wood or old wood of a tree.
 Dutch door. A door cut in two, showing an upper and a lower half.
 Dutchman. A wedge inserted in the narrow end of a log to bring it even with the wide end.

E

Eavesboard. A narrow edged board nailed to the ends of rafters to raise the lower course of shingles.
 Ebony. A hard, heavy wood, capable of receiving a fine polish.
 Egg and anchor. A molding of alternating egg and anchor carvings.
 Elder. A small wood of little commercial value to lumbermen, save in California, where it is sawed into timber.
 Elm. The white elm is used for staves and hoops, and the rock elm for spokes, hubs and felloes.

F

- Face. The plane of timber, dimension lumber or boards.
Facemold. A pattern used by carpenters to cut from.
Fir. The lumber fir as distinguished from the resin fir is a merchantable wood.
Fletchbeam. A beam made of two or more fletches or planks or slabs, fastened together.
Flooding dam. A dam used to create an artificial freshet to carry logs.
Flooring. Lumber used for floors, generally matched.
Flume. A chute or artificial channel used in logging.
Folding door. One of two or more doors swinging on hinges.
Footing beam. One used to tie the members of a roof.
Franking. Jointing window sash by removing only sufficient wood to show the miter.
Fretwork. Fillets departing at regular intervals at right angles.
Furring. Strips of wood nailed to a wall to level for lathing.

G

- Gain. The notch in a girder in which the floorbeam rests.
Girder. A horizontal beam used to span an opening.
Gorge. A molding with concave surface.
Green lumber. Lumber unfit to be used until dried.
Green wood. Standing trees.
Groove. A term applied to hollow molding.
Ground plate. The heavy timber into which studding is mortised.
Grounds. Pieces of wood inserted in walls, flush with plastering, to receive moldings.
Grump. A kind of anchor used in towing rafts.
Guilloche. A scroll-like ornament formed of woven lines.
Gula. A cymatium molding used as a cap.
Gum. The black gum tree of the South and the sweet gum have recently been added to the list of lumber trees.

H

- Hammer beam. A braced projecting truss, used instead of the tiebeam.
Handspike. A wooden pole or lever used in logging, rafting, and around saw mills.
Hanging rail. A hanging stile or frame upon which a door is hung.
Hazel. The wood of the hazel tree.
Headings. Material for the heads of casks, barrels, etc.
Heel. The lower end of an upright piece of timber.
Hemlock. The wood of the abies. The bark is valuable in tanning leather.
Hewer. Distinguished from the chopper in the lumber camp.
Hickory. A wood known for its density, elasticity and strength.
Hollow newel. The circular hand rail around a stair opening.
Holly. A fine-grained, heavy, white wood used by cabinetmakers.
Hood molding. A molding used on archivolts. Once popular in Chicago.
Hoops. Strips of wood, pliable and used to confine staves.
Hornbeam. A white, hardwood known also as ironwood or blue beech.
Housing. A notch cut in one timber, in which a tenon of another is to be inserted.

J

- Jabin. A Mexican wood, hard and heavy as ironwood.
Jackrafter. Any subordinate rafter; jacktimber and jacktruss are short timbers.
Jam. Logs wedged in the run so as to form a solid obstruction or dam.
Jamb. The side of door or window opening, distinguished from casing.
Jib door. A door hung even with surface of wall.
Joggle. Same as housing.
Joist. Horizontal structural timbers 2x4 to 2x12.

K

- Kerf. A notch or channel made by a saw in timber.
Keylog. The log in a jam which has to be cut before the mass moves. The adventurer who cuts such a log is the hero of the lumber region.
Kingpost. A vertical truss from joint of rafters to tiebeam. A pointal. A middle-post.
Kingtruss. A diagonal truss used with a kingpost.
Kneetimber. A piece containing angles.

L

- Larch. The black, American larch is of the tamarack species.
Larkspur. A small wood of no commercial value.
Lath. A thin, narrow piece of wood nailed to wall to receive plaster.
Letterwood. Called also snakewood. A beautiful spotted wood, very elastic.
Lignum-vitæ. A hard, heavy, tropical wood.
Lintel. Same as girder.
List. A listel. A small molding of square section. A narrow strip taken from the edge of a board or plank. When sapwood is so removed it is called listing.
Logger. One engaged in cutting or transporting logs. A logdriver.
Logging season. The season of felling trees and cutting them into logs.
Logrun. Sending logs down streams to the river.
Logs. Bulky sections of a tree intended for the saw mill.
Lumber. Timber that has been sawn into boards, planks, beams, studding, rafters, joists.
Lying panel. One where grain of wood is horizontal.

M

- Magnolia. The wood of the most beautiful tree in the American forests.
Mahogany. The general name of several ornamental tropical woods.
Manteltree. The lintel or principal timber spanning fireplace.
Maple. A wood at once hard and ornamental, used for flooring and finishing.
Matchboards. Boards with tongue and groove.
Meander. Fretwork.
Merchantable. The log runs with culls omitted.
Milled lumber. Flooring, ceiling, wainscoting, etc.
Milled work. Sash, doors, blinds, moldings, balusters, stairs, etc.
Milling. The process of dressing and shaping lumber.

- Molding. A narrow surface in which decorative effects are produced. The astragal, apophyges, band, cavetto, cymatium, casement or scotia, ogee, ovolo or quarter-round, reeding, stub and torus are most popular.
- Moosewood. Leatherwood. A white wood with tough bark.
- Mudsill. The lowest timber of a structure, lying in the clay.
- Muley. A stiff saw, guided at ends, but not stretched in a gate.
- Mullions. Artistic sash or window bars.
- Muskwood. A fragrant Australian mahogany.

N

- Nailhead molding. A molding carved as if studded with nail-heads.
- Nattes. A molding in imitation of straw plaiting.
- Needle. A horizontal timber supporting a wall.
- Newell. A post in the center of a spiral stair, or at the foot and landings of other stairways.
- Nigger. A bar which may be raised or lowered to turn the log on the saw carriage.
- Nogs. Wood blocks in walls to receive finishing work; also called plugs.
- Norway pine. A wood not so resinous as yellow pine or so clear as white pine.
- Nosing. The projecting molding of a step.
- Nullled work. Wood turned to represent beads strung on a rod.

O

- Oak. A valuable wood, strong and durable, of the genus *Quercus*. Several, if not all the many varieties of this wood, are of high commercial value.
- Ogee or O. G. A molding, the face of which resembles the letter S, with the convex part above. Ogee doors and ogee panels are common mill terms.
- Olivewood. A hard, white wood of the genus *Elecodendrum*. Abundant in Australia and Mexico.
- Omanderwood. A Ceylon ebony.
- Orgue. Each of the heavy, pointed timbers over the gate of a fortress.
- Oundy moldings. Moldings of a wavy pattern.
- Ovolo. A convex molding composed of some part of a circle.

P

- Palings. Pointed stakes driven into the earth. When in number they form a fence or paling.
- Palisades. A strong fence made of pales.
- Pan. A recess in door or jamb to receive leaf of hinge.
- Panel. A depressed surface with elevated margins.
- Parquetry. Wood mosaic work.
- Partingbead. A strip in a pulley stile to separate sashes.
- Paynize. To preserve wood by a process like Kyanizing.
- Pecky. The condition of timber beginning to decay.
- Pellet-molding. A narrow strip bearing raised and flattened discs.
- Pickets. Square pieces of wood 2x2 inches, and from 3 to 4 feet high for fences.
- Pikehook. A pole with an iron hook.
- Pikepole. A pole with an iron spike used in directing floating logs.

- Pilaster casing. The face of door and window frames in the Eastlake style.
- Piling. Timber driven into the earth to support a structure.
- Pimento. An aromatic wood.
- Pin. A piece of wood larger than the hole for which it is intended, used in connecting timbers instead of iron spikes or bolts.
- Pine. *Vide* Yellow Norway and White Pine.
- Planing mill. A mill fitted with complex machinery for planing and molding wood.
- Plank. Boards from 2 to 4 inches thick and 8 to 14 inches wide.
- Plate. The timber at top of studding on which rests the joists or rafters.
- Poplar. A soft, white wood, such as the aspen, balsam, lombardy and tulip.
- Post. An upright timber, smaller than a pillar.
- Punk. A fungus growth on old trees. A combustible substance.
- Purlin. A beam used as a central support for rafters.
- Putlogs. Short timbers to support the flooring of scaffolds.

Q

- Quarter-round. A molding obtained from quartering a circular piece of wood in the direction of its length.
- Quarter-sawed lumber. Logs quartered in the direction of their length, at right angles with the circles of growth.
- Quarter timber. Two to four-inch studding.
- Quassia. A tropical wood generally used for medicinal purposes, but sometimes worked by cabinetmakers.

R

- Raft. Generally a mass of hewn lumber pinned together and floated down a lake or river to the saw mills or market. Also a collection of logs or lumber banded together for their own transportation or for that of other commodities. The name is applied in the Southern States to a river obstruction formed of drift-wood.
- Rafters. The supports of the roof-boards.
- Raftsmen. One engaged in rafting as distinguished from logging.
- Rail. A horizontal piece in a panel or frame.
- Railing. Horizontal pieces of wood, known as top rails, bottom rails, handrails, attached to stiles.
- Rail sash. A form of window sash now seldom used.
- Raisers or Risers. The upright frontage between steps of stairs.
- Raisingplate. The longitudinal timber on which a roof rests.
- Red gum. A wood recently made popular by an anti-warping process.
- Red oak. One of the ornamental woods of the genus *Quercus*.
- Redwood. The light, durable, reddish wood of a California tree.
- Reglet. A flat, narrow molding.
- Regula. A square molding.
- Ridgepole or Ridgebeam. The ridge supporting rafters at their highest altitude.
- Rockwood. Ligniform asbestos. A fossil wood.
- Roll and fillet. Rollmolding. Resembling a roll of parchment in some instances, but when the square fillet is introduced, it is called "Roll and fillet."

Rosettawood. An orange redwood of the East Indies, veined with darker marks.
 Rosewood. A dark red-colored wood streaked and variegated with black found in Brazil.

S

Sally. A notch in rafter or other building member.
 Sandalwood. A highly perfumed East Indian wood of the genus *Santalum*.
 Sash. The frame in which window glass is set.
 Satinwood. A lemon-colored, fragrant, East Indian wood, similar to prickly ash.
 Scantling. A general term applied to timber less than five inches square.
 Sconcheon. A jamb between the back of a reveal and the inside of a wall.
 Scribing. Close joining of wood work.
 Scroll molding. A molding resembling a roll of parchment, the last fold overlapping.
 Shake. A split or defect in a piece of timber.
 Shanty. The castle of the log choppers in the forest.
 Sheathing and lathing. A matched flooring, grooved to correspond with lathing.
 Shingle. A wooden roof tile.
 Shingle weaver. An early maker of shingles. A packer of shingles.
 Shute. A vulgar spelling for chute.
 Sill. A plate from which springs a wooden partition. The horizontal timber at foot of door.
 Skid. A rude, strong sleigh, used in hauling timber; hence skidway.
 Skirtings. Baseboards.
 Slab. An outside piece taken from a log or timber in sawing it.
 Slashboards. A close fence on a dam to create a higher water level.
 Slats. Thin, narrow strips of wood.
 Sleepers. Joists resting on the ground.
 Slide. The smooth trail on a mountain side, down which logs are rolled to the water, railroad or highway.
 Soils. A name applied to principal rafters.
 Sommer. A main girder for a floor.
 Spanpiece. The collarbeam of a roof.
 Spars. Rafters, quarters or wooden bars.
 Spruce. The wood of the white and black spruce, and of the hemlock spruce.
 Staves. The bent oak or elm strips, set edgeways to form a cask.
 Stile. The vertical part of frame work, such as the stile of a door.
 Stootings. A term applied to battens.
 String. A projecting line of molding in a building.
 Stringpiece. The strip of wood around the well-hole in a stair.
 Stub molding. The name of a certain molding.
 Studs. Intermediate posts in woodwork partitions.
 Swamp maple. A red maple differing from the fine silver and cut-leaved maple.
 Swamppoke. An unironed pikepole used in logging.
 Sycamore. The buttonwood, a commercial wood differing from the European sycamore.
 Sypper-joint. A lap joint.

T

- Tabulatum. The Roman term for interior woodwork.
Tailpiece. A timber which tails into a header in floor framing.
Talon. An ogee molding.
Tamarack. The American larch and the black pine of the far north.
Tassal. A timber plate on which rests the end of a beam.
Tenons. Projections at end of joist or scantling inserted in a mortise.
Thuya. An African sweet-smelling wood.
Tie. A hewed log on which rails are placed. In building, a tension member.
Timber. A name applied to posts, girders, sills and beams.
Toprail. The molding above wainscoting or framework or topmolding.
Transom sash. The sash above the door.
Trim. To dress lumber.
Trimmer. The beam in which headers of joists are inserted.
Tulip. A large American tree which gives a close-grained white wood like poplar.
Turner. A worker in wood who directs the lathe.
Tusk. A bevel shoulder inserted in a tenon to give it strength.

U

- Upher. A split fir pole, lighter than a fence rail.

V

- Veneer. A thin leaf of the finer woods, used as a face for common woods in windows, doors, casings and furniture. The system, as now observed, dates back to 1824.
Venetian blind. A blind for windows or doors, made of thin slats, fixed or movable, within the stiles of shutters or doors.

W

- Wainscoting. The interior board lining of a house, used in panels or formed of upright beaded ceiling boards, with toprail or topmolding.
Wall-plate. A timber placed at story level to receive the joists.
Walnut. An ornamental wood, used in doors, casings, wainscoting, etc., and classed as black and white walnut.
Weeping willow. A wood of no commercial value.
White basswood. A soft, easily worked and pliable wood.
White maple. One of the favorite hardwoods.
Whitewood. The wood of the tulip tree, used in interior house work; applied generally to white woods.
Willow. A soft, pliable wood, sometimes used by turners and generally by willow-ware manufacturers.
Windbeam. Old name of collarbeam.
Wood. Called lumber by builders, is the hard substance of trees, sawn into boards, planks, etc.
Wynn. A vehicle for the conveyance of lumber, differing from a sled.

X

Xylography. The art of cutting figures of natural objects in wood.

Y

Yaccawood. A pale, brown wood, found in Jamaica, which is a favorite of cabinet-makers.

Yankee gang. A saw mill, evolved from the original mill.

Yard. A piece of timber as a scantling or joist.

Yaupon. A wood of the holly species.

Yellow pine. A hard pine, abundant in the Southern States, which has recently become popular in interior finishing work and even takes the place of hardwood for floors.

Yew. A light, red, compact wood, which matures in Spain. Used for whipstocks and by turners.

Z

Zebrawood. A wood with black, brown and whitish stripes, found in tropical regions and much prized by cabinetmakers.

GLOSSARY OF MANUFACTURING TERMS.

A

Aab. Yarn for the warp and woof for the aab.

Absinthe. A liquor distilled from wormwood.

Absterge. Cleansing by wiping machinery.

Accordion. A portable, keyed wind instrument.

Adamant. Now a trade name for a hard plaster manufactured here.

Adze. A cooper's or carpenter's implement, with thin, arching blade, set at right angles to the handle.

Aerated water. Water charged with carbonic acid gas.

Agglutinant. Any of the viscous substances, such as glue.

Aichsmetal. A gun metal composed of copper, zinc and iron, without tin.

Airbrake. A railroad brake operated by condensed air; on the same principle that the air drill is worked.

Air engine. An engine driven by heated or compressed air.

Aitch bone. The cut of beef surrounding the bone of the rump. Sometimes called edgebone.

Alabaster. A compact sulphate of lime or gypsum, usually white and translucent, but sometimes yellow, white or gray. The rock is used for vases, mantel ornaments, etc.

Albertype. A picture produced from a gelatine plate by means of a photographic negative.

Albolith. A cement composed of magnesia and silica, formed into stone.

- Album græcum.** The sweepings of kennels, used in dressing leather, and formerly used as a medicine.
- Alcohol.** Highly rectified spirits—*ethyl alcohol*, being 91 per centum and water 9 per centum. Proof spirit contains 45.5 of ethyl alcohol and 54.5 of water.
- Ale.** A strong beer made from an infusion of malt by fermentation and the addition of hops or other bitter.
- Alloy.** Any combination of metals fused together, as gold with silver or copper.
- Alumina.** One of the earths consisting of two parts of aluminium and three of oxygen. An oxide of the metal aluminium. A part of common clay in which it is an impure silicate with water. The extraction of the metal is now carried on in a limited way; but its manufacture claims the attention of chemists and iron workers.
- Aluminium.** A light, white, bluish-tinged metal, which resists oxidation.
- Amalgam.** An alloy of mercury with another metal or metals, such as tin, bismuth, etc.
- Amber.** A yellow, translucent resin, found in a fossil in alluvial soils with beds of lignite, or on the seashore.
- Ambergris.** A waxy substance found floating in the Indian ocean.
- Ambrosia.** A perfumed unguent, salve, or draught.
- Ambrotype.** A picture taken on a plate of prepared glass, in which the lights are represented in silver and the shades produced by a dark background, visible through the unsilvered portions.
- Ammonia.** Hartshorn; first made near the Temple of Jupiter from the burned excrement of camels. A volatile alkali. A gaseous compound of hydrogen and nitrogen.
- Ampere (an-par).** The standard unit of current in electrical measurements.
- Amperometer.** An instrument for measuring the strength of a current.
- Ancony.** A malleable iron, wrought into a bar in the middle, but unwrought at the ends.
- Annunciator.** The series of dials, arranged so as to signify the wants of the caller. Used in hotel offices, telegraph, and telephone offices, and railroad depots.
- Apple-jack.** A brandy distilled in the United States.
- Apron.** A cloth worn by blacksmiths and other artisans in front to protect their dress. A piece of carved timber just above the foremost end of a boat's keel.
- Aqua.** A word used in pharmacy and chemistry. The Latin for water, as *aqua regia*—royal water.
- Arc-electric.** } A luminous arc, formed between carbon points, as electrodes. Named
Arc-voltaic. } in honor of Volta.
- Arenaceous stone.** A stone easily disintegrating into sand, as that used in the present courthouse of Cook County.
- Argil.** Clay or potters' earth.
- Ark.** A large flatboat used on the great western rivers.
- Armature.** A piece of soft iron used to connect the poles of a magnet.
- Artisan.** One trained in any branch of the mechanical arts. A sign painter is an artisan, while a portrait painter is an artist.
- Asbestos or asbestus.** An incombustible mineral-vegetable substance, employed for lining vaults, safes, and coffins; for sheathing partitions and deadening floors, and for steam, hot water and furnace pipe covering.

- Atom. A molecule. The smallest particle of matter that can enter a combination.
- Atomizer. An instrument for reducing liquid to spray.
- Audiphone. An instrument which conveys sound to the auditory nerve when placed against the teeth.
- Axle-tree. A beam of wood or iron connecting the wheels, on the ends of which the wheels revolve.

B

- Bacon. The back and sides of a hog, salted and smoked.
- Badigeon. A cement used to fill holes, cover defects, or finish a surface.
- Balance wheel. A wheel which imparts regularity to the movements of machinery; as, a fly wheel.
- Baldrib. A piece of pork cut lower down than the sparerib and destitute of fat.
- Ball. Ball and socket joint, ballcock, ball-gudgeon, ball-lever, ball-valve, common in machine and plumbing work.
- Ballast. The larger substances used in making concrete. The material used in weighting a ship to a certain water line.
- Band. A leather or rubber belt or strap.
- Bandanna. A silk-cotton kerchief with a uniformly dyed ground.
- Bandbox. A light box of paper or leaf wood, used by milliners and hatters.
- Bandy. A carriage or cart drawn by young oxen.
- Bank (T. & C.). A financial house or money-dealing concern.
- Bankrupt. Depleted of money so as to be unable to pay one's debts.
- Barge. A large, commodious boat.
- Barilla. The salsoda from which soda is made by burning it in heaps and lixiviating the ashes. Any impure soda obtained from the ashes of seashore plants.
- Barker. He who stands at store doors asking passersby to enter. One who strips the bark off trees. An attachment for a steam engine to notify engineer.
- Barm. Foam rising upon beer or other malt liquors when fermenting, and used as yeast.
- Baron-of-beef. Two sirloins not separated at the backbone.
- Barouche. A four-wheeled carriage.
- Barracan. A thick, strong fabric, like camlet, used in making clothes.
- Basil. The angle to which the edge of a tool is ground.
- Bath. A solution in which metal is immersed for plating.
- Battery. An apparatus for generating voltaic electricity. A series of crushers in a stampmill. Two or more boilers in an engine room.
- Beam. A heavy iron lever of the steam engine known as the "working" or "walking" beam.
- Bearing. The part of an axle or shaft in contact with its support. The journal.
- Bed. The solid part or framing of a machine. The part of the printing-press on which the form is placed.
- Bedplate. The soleplate of a machine or structure.
- Beef. The stockyards name of a bull, cow, or ox, ready for the butchers. The flesh of the beef or beeves.
- Bellows. An air pump, used for lighting fires, ventilating mines or filling pipe organs. An elementary force.

- Belting. The leather or rubber of which belts for machinery are made. The system of belts collectively.
- Bend. The best quality of sole leather. A but.
- Benevolent. A name common among societies of tradesmen, *et al*, meaning benevolence to fellow members and ostracism, if not hatred, to employers and non-members.
- Bengal. A thin fabric made of silk and hair.
- Bengal stripes. A cotton cloth woven with colored stripes.
- Bias. Cut slanting or diagonally.
- Bicycle. A two wheeled vehicle, to carry one or two, propelled by means of treadles and cranks.
- Bid. The offer to do a specified work at a specified price, made by manufacturers or contractors.
- Bier. A handbarrow or portable frame on which a corpse is placed. A count of 40 threads in the warp of woolen cloth.
- Bilk. To give the slip to a creditor. To bilk your tailor or tradesman.
- Bill of lading. A written account of goods shipped to a consignee.
- Bill of lumber. A trade name for a quantity of lumber ordered from the yard.
- Bindery. A place where books are bound.
- Bit. A tool for boring of various forms and sizes, turned by means of a bitstock or brace; hence, bit and brace.
- Bitters. A liquor, generally spirituous, manufactured extensively here.
- Blade. The cutting part of an implement.
- Blank book. A book void of printing or writing, or containing conventional forms with blanks left to be filled in.
- Blanket. An important woolen bed cloth; sometimes supplied to the Indians instead of coats.
- Blast. The uprooting of rock or structures by exploding powder or dynamite. The continuous blowing to which one charge of ore is subjected in a furnace, whereby many tons of pig are produced at a blast.
- Bleachery. An establishment where fabrics are whitened or bleached. A bleach-green.
- Blister. A swelling on the surface of steel.
- Bloom. A powdery coating appearing on well-tanned leather; a mass of wrought-iron from the Catalan forge or puddling furnace deprived of its dross; a large bar of steel formed directly from an ingot by rolling or hammering.
- Bloomery. A furnace or forge where blooms are made directly from the ore or from cast iron.
- Blotting-paper. A thick, bibacious paper used to absorb superfluous ink.
- Blower. A metallic plate used in front of a grate to create a draft. A bellows.
- Blowout. The cleansing of the flues of a boiler by a blast of steam.
- Blowtube. A blowing tube or pipe used by glass-makers to expand into form the melted glass gathered at its end.
- Blueing. Rendering blue; as blueing steel. Dyeing blue.
- Bobbin. A spool or reel, used to hold yarn or thread, as in spinning, warping and sewing machines and looms. A spool-shaped coil of insulated wire, containing a core of soft iron, which becomes magnetic when the wire is traversed by the electric current.

- Bobbinet.** A cotton lace wrought by machines.
- Bock beer.** A Bavarian malt liquor which makes the bibulous caper like goats. It is manufactured in Chicago on a small scale.
- Bocking.** A coarse woolen cloth used to cover carpets.
- Body.** The bed or box of a carriage or wagon. The shank of a type.
- Bogie.** A four-wheeled truck used to support a locomotive.
- Boiler.** A generic word for kettles, evaporators, retorts, steam reservoirs, etc.
- Boldface.** A type, as boldfaced minion.
- Bolt.** A strong pin of iron or wood. A sliding catch for door or window. A roll of cloth. A metallic screw made to receive a nut.
- Bombast.** Originally cotton or cotton-wool. A padding or stuffing for comforters or garments.
- Bonbon.** A sugar confectionery or sugar plum.
- Bond.** The state of dutiable merchandise until imposts are paid. In bond. A unit of chemical attraction—affinity bonds of oxygen.
- Bonnet.** Sometimes a covering for women's heads—generally an unsheltering ornament, which has itself to be protected in rain, hail and shine. An expensive article manufactured by milliners.
- Boodle.** The stealings of employes in large concerns, or the bribes paid by corporations to public servants for valuable franchises.
- Book.** A number of sheets of paper, bound in cloth, leather, paper, or shell, in the production of which Chicago is marching to the first place. A bookbinder is a tradesman who binds books.
- Boom.** In trade and commerce, an artificial advance in prices of coffee, stocks, real estate, etc. To boost prices. Boom and boost are Americanisms in very common use.
- Boot.** A covering for the foot. A shoe, hence, boots and shoes. One of Chicago's important manufactures.
- Bore.** A hole made by boring. The cylindrical cavity after boring. In business a prolix customer who wastes time and patience.
- Borrel.** Coarse woolen cloth. A drugget.
- Boss.** The proprietor of a manufacturing concern. Sometimes applied to the foreman or superintendent. An Anglicism which should have no place here.
- Botcher or Botch.** A clumsy or careless workman. A cobbler.
- Brace.** A bitstock. A curved wood or iron handle for turning a bit, auger or screw-driver.
- Bracing.** Strengthening or propping with a brace. A system of braces.
- Branch.** A tributary to a factory or store, distant from the parent house.
- Brandy.** A liquor distilled in France from wine, and in the United States from cider, peach juice and sawdust.
- Brass.** An alloy of copper and zinc.
- Brayer.** An implement for spreading ink in hand printing.
- Braze.** To solder with brass.
- Brevier.** A type between bourgeois and minion.
- Brine.** Water saturated or impregnated with salt.
- Brisket.** The breast of an animal, extending from forelegs, back beneath the ribs.
- Bristol board.** A fine pasteboard with a smooth but unglazed surface.

- Britannia. A white metal alloy of tin, antimony, bismuth, copper, etc.
 Broad axe. One with a broad edge for hewing timber.
 Broadcloth. A smooth-faced woolen cloth, made in double width.
 Broadgauge. The 4', 8'', 6''', standard gauge of railroads.
 Brocatel. A coarse brocade used for tapestry or carriage linings.
 Brogan. A stout, coarse shoe, worn with Highland costume.
 Broker. One who sells or buys as an agent for others. The commission men on the Board of Trade, distinguished from the curbstone broker, who has no membership therein.
 Broncho. A dealer hard to please. One who kicks against a bargain or the action of a broker.
 Bronze. An alloy of copper and tin, to which zinc and other metals may be added.
 Broom. An implement for sweeping, made from the panicles of broom corn.
 Brush. An implement composed of bristles or other like material, set in a back or handle, as a clothes brush, paint brush, etc. A form of electric discharge diverging from a core like the bristles of a brush.
 Brussels carpet. A worsted yarn fixed in a linen thread foundation, through which the yarn is drawn in loops to form the pattern. Brussels lace is another specialty of Belgian fabric makers.
 Buck. The lye in which cloth is soaked in the operation of bleaching.
 Buckboard. A four-wheeled vehicle in which the idea of the buggy originated.
 Buckram. A coarse cotton or hempen cloth, stiffened with size or glue.
 Buffer. The cushion or springtop, which receives the blow of one car against another in switching. The buffer head in railroad cars.
 Buggy. A light vehicle set on springs, with or without a cover.
 Buhrstone. A cellular, flinty rock used for millstones. Written also burrstone.
 Builder. A carpenter, shipwright, or mason. A merchant or manufacturer who succeeds in a venture, and builds up a large concern.
 Bulge. A bulge in the market. An advance in prices.
 Bulk. Meaning in bulk, not divided into small packages. A term in trade and commerce.
 Bulldog. A collector for a manufacturing firm.
 Bun. In the United States a roll, a small cake, crusted and glazed with sugar or milk.
 Bungler. A clumsy factory hand.
 Burin. An engraver's cutting tool used in line engraving.
 Burl. To dress or finish up cloth. A knot or lump in thread or cloth.
 Burlap. A jute or hemp fabric.
 Burner. The part of a lamp where the blaze is produced. A grate, a furnace.
 Business. Mercantile transactions. Traffic in general. Buying and selling. Financial transactions. Occupation followed for livelihood or profit. Businesslike. Transacting business by correct methods.
 Bustler. A kind of business man who is noisy as well as active. A hustler.
 Butter. An oily, unctuous aliment, forming an important item in Chicago's trade.
 Butterine. Called oleomargarine, a good imitation of butter, and said to be better than true butter as an aliment. Its manufacture in Chicago is carried on in connection with the stockyards' industries.
 Button. A catch made of various materials.

C

- Cab.** A close carriage, or calash, as distinguished from a hansom cab or buggy.
The engineer's room on a locomotive.
- Caboose.** A cabin for the crew of a freight train.
- Cahoot.** A business partnership.
- Cake.** A mass of matter molded into a solid, generally flat, as fruit cake, cake of soap, oil cake, etc.
- Calamanco.** A glossy woolen cloth used for head covering, vests, etc.
- Calamity-howler.** A commercial bore. A dangerous citizen.
- Calender.** A machine for smoothing cloth or glazing paper.
- Calico.** A plain cotton cloth after it receives the print. In Europe the name is applied to plain and printed cotton.
- Calking.** Filling seams in sidewalks, ships or roofs with oakum.
- Calligraph.** A typewriting machine.
- Camel's-hair.** A cashmere cloth. Camlet.
- Can.** A tin, zinc, copper or sheet-iron vessel used for canning meats, vegetables, fruits, condensed milk, etc. A modern method of preserving aliments.
- Candied.** Preserved with sugar. Coated with sugar.
- Canton-flannel.** A cotton flannel which takes the place of woolen in semi-tropical countries.
- Cap.** Generally a covering for the head.
- Capital.** That portion of wealth used to assist production. Whether in the hands of the philanthropist or the money dealer, it is the corollary of progress, which makes the mill wheel move and the shelters of manufacturing industries expand in width, breadth, and height.
- Capitalization.** The conversion of securities, bonds, or claims into capital.
- Caramel.** A confection popular everywhere.
- Carcass.** The dead body of a beast.
- Cardboard.** A thick, stiff paper, with a glazed or unglazed surface, used in book-binding and other arts as a ground for decorated covers.
- Carding.** The process of preparing wool, cotton, or flax for spinning by the carding mill.
- Carpentry.** The art of cutting, framing, and joining lumber. Allied to the work of the joiner and cabinet-maker.
- Carpet.** A heavy woven wool, cotton, hemp, straw or felt fabric, used for covering floors. Popular from 1865 to 1871 in making traveling bags for the political adventurers who administered the Southern States.
- Carriage.** A wheeled passenger coach or vehicle. A part of a machine or cage which moves or carries or supports some other part.
- Cart.** A wagon with only two wheels, as the Red River cart, the New Orleans coal cart.
- Carve.** To make or shape by cutting or engraving.
- Case.** A shallow tray for holding type. The upper case contains the large and the lower the small letters, figures, marks of punctuation, quadrats and spaces.
- Cash.** Ready money, without which trade and commerce would be reduced to primitiveness.
- Cashmere.** A fabric made of fine wool or of fine wool and cotton. A rich fabric for shawls imported from India.

- Cask. A large or small barrel made of staves, headings and hoops.
- Casket. A lined box, which may be a coffin or a jewel case.
- Cassimere. A thin twilled woolen cloth, used for men's garments.
- Cast. To form into shape by pouring liquid metal, etc., into a mold; to stereotype or electrottype; to estimate how much printed matter a given amount of copy will make.
- Castor. A hat made of beaver fur. A heavy broadcloth for overcoats.
- Cattle. A general name for all domestic quadrupeds, including the hog, goat, sheep, donkey, horse, mule, cow, etc.
- Celluloid. A substance composed of gun cotton and camphor, made to imitate coral, tortoise shell, amber, and malachite for hair ornaments, combs, book coverings, etc.; also translucent for tablets and white for collars, cuffs, etc., etc. It was formerly called xylonite, but the name being foreign to its uses, the milder one was chosen.
- Cement. Any substance used to make bodies adhere to each other. A mortar made of Portland or American cement. Adamant.
- Ceramics. The art of making porcelain, chinaware, pottery, tiles, etc.
- Certificate. A written testimony to good behavior on the part of an employé.
- Chafery. An open furnace in which blooms are heated before being wrought into bars.
- Chain. A series of links, used as supports, restraints, ornaments, or cables. The endless chain is comparatively modern.
- Chalcography. The art of engraving on copper or brass.
- Chase. A rectangular iron frame in which pages of type are imposed.
- Cheese. The curd of milk, coagulated with runnet, separated from the whey and pressed.
- Chekma. A silk and cotton fabric with gold thread interwoven.
- Cheroot. A cigar with open ends, made of coarse or inferior tobacco.
- Chinchilla. A long-napped, woolen cloth, used for overcoats.
- Chintz. A cotton cloth, printed with flowers and devices in different colors.
- Chop. A butcher's title for a mutton steak, cut on the chopping-block with a chopping-knife.
- Churn. A vessel in which the butter is separated from the milk.
- Cider. The expressed juice of apples.
- Cigar. A small roll of tobacco, used for smoking; originally a Cuban tobacco, which the natives would roll and smoke.
- Cigarette. A little fine tobacco rolled in paper for smoking.
- Cinchona. Peruvian bark or Jesuits' bark, akin to quinine, but weaker than that drug.
- Circuit. Continuous communication between the two poles of a battery.
- Clear. To clear a ship, *i. e.* to leave port with legal papers.
- Cloak. A loose outer garment worn now by women.
- Closh. A disease in the feet of cattle.
- Clothes. Garments, ready-made or made to order. Coat-clothier, derivatives.
- Cloud. A defect in a title to real estate. A fascinator worn by women to increase their powers of charming.
- Coach. Originally a large, heavy carriage, now applied to the magnificent cars seen on our railroads. The captain's cabin on the quarter-deck.

- Co-adventure. A business partnership formed to launch some new enterprise.
- Co-agent. An associate, a co-worker.
- Cobbler. A mender of shoes. A poor mechanic.
- Comb. A toothed instrument used in carding wool, etc. A tool for chasing screws on work in a lathe. The collector of an electrical machine.
- Commerce. The exchange of merchandise on a large scale between States and nations. Extended trade or traffic. Commercial.
- Competition. The act of seeking to gain the trade of another.
- Compositor. A typesetter.
- Confection. A sweetmeat; a sugary affair, such as candy; confectionery; confectioner.
- Copy. The MSS. to be set up in type or for the copygraph.
- Cordovan. A leather made from horsehide.
- Corduroy. A cotton velvet, raised in ridges, very durable, but little used in the United States except by amateur hunters.
- Corporation. A chartered company—either municipal or commercial.
- Co-surety. One who is surety with another.
- Cotton. The soft downy product of the cotton plant, manufactured into the various fabrics known under the general head of cotton and, in later days, produced with woolen and silk stock under various names.
- Coupling. A contrivance for connecting railroad cars, hose, etc., as a coupling box, chain coupling, coupling-pin, etc.
- Coupon. A French term, thoroughly Americanized, denoting the interest certificate attached to a bond, or a part of a railroad ticket.
- Cowhide. The leather made from the skin of *Bos taurus*.
- Cracker. A thin, dry biscuit, the manufacture of which is one of the great industries.
- Cream. The part of any liquor which collects on the surface; it is also a general name for fancy aliments, as Bavarian, ice and cheese cream, and otherwise applied as in cream of tartar.
- Creamery. A modern manufacturing industry where cream is extracted from the milk. Generally in connection with a cheese factory.
- Credit. Reputation derived from the confidence of others; trust given or received; the side of an account on which are reckoned as values received from the person whose name appears at the head of the page or account opposed to the debit side.
- Crisis. A decisive moment in a banking, mercantile or manufacturing concern, where it must fall or conquer.
- Custom. Habitual buying of goods; business support; a rule by which commercial affairs are regulated.

D

- Damask. Linen so woven as to produce a pattern by different directions of the thread, without contrast of color, also wool woven in the same manner.
- Debit. To charge with debt. The creditor's account against the debtor.
- Debt. That which is due by one person to another.
- Decamp. To disappear suddenly, generally with the money of employer or partner, employe or depositor.

- Demand.** A peremptory call for the payment of a debt; a note payable on demand.
An amount claimed to be due.
- Demurrage.** The charge for detaining a ship, railroad car or freight wagon beyond the regular time.
- Devil.** A machine for tearing or cutting rags. The youngest apprentice in a printing office.
- Discount.** To deduct from an account or debt; to make an abatement for prompt payment; to deduct the interest from the face value of a note. To consider beforehand.
- Discrepancy.** In the counting-room a variance in the books; a shortage.
- Dissolve.** To separate into component parts. To break up a partnership.
- Distill.** To extract by distillation, as brandy from wine, alcohol from grain, oil from flowers or fresh from salt water. To separate the volatile from the fixed parts; hence, destructive, dry and fractional distillation and distillery.
- Domestic manufactures.** Goods made in the dwelling, town, State or nation of the citizen.
- Domett.** A baize of which the warp is cotton and the weft wool.
- Dornick.** A coarse damask. A strong, figured linen.
- Dough.** A soft mass of moistened flour or meal, not yet baked.
- Drapery.** Clothmaking or dealing in cloth; cloth or woollen stuffs; textile fabrics hung loosely or in folds.
- Drove.** A number of cattle gathered for driving to market, or a herd on the ranch or farm. A band of horses. A flock of sheep.
- Drugget.** A coarse woollen cloth dyed of one color or printed on one side.
- Duty.** Service assigned to an employe.
- Dyeing.** The process of coloring fabrics by fixing dyes in their fibers. Dyehouse, dyer's rocket, dyer's broom, dyestuff, dyewood are trade terms.

E

- Earn.** To merit a reward for labor or service.
- Earnings.** Wages received for labor or service.
- Economist.** One who expends money, time, and labor judiciously.
- Elastic.** A woven fabric, made in part of india rubber. In mechanics, the limit of distortion.
- Electricity.** Statical, voltaic, thermo, atmospheric, magnetic, positive, negative, and organic electricity are various titles for the forms in which the fluid manifests itself. A power in nature exhibiting itself in disturbed equilibrium or in activity. Much is known of the application of this power, but nothing of its origin or essence.
- Embroider.** To ornament with needlework.
- Emissary.** An agent employed to serve his employer in a covert way.
- Energy.** The capacity for work of the Chicago business man.
- Enterprise.** Willingness to engage in a work which involves the investment of capital, as well as activity and courage.
- Estimate.** Ordinarily a value or rating by the mind. In trade and commerce a close calculation, as of mill work, lumber, etc., for a contractor; hence, estimator.

- Evolution. The growth of small things to great things. The advance toward perfection; hence, the evolution of a business from small to large.
- Expansion. The growth of a manufacturing industry.
- Expert. One highly experienced in his trade or business.
- Extension. A creditor's promise to extend the time for paying a debt; as, the extension of a note.

F

- Fabric. Cloth of any kind that is woven or knit from fibers.
- Factory. A building in which goods are manufactured. The stores or magazines of a fur company.
- Fat. Oily, unctuous, greasy, heavy, affluent. A welcome take for printers.
- Felt. Hair or wool wrought into a compact cloth, with lees or size.
- Fillet. The tenderloin of a beef. A slice of the flat fish without bone. The thread of a screw.
- Fireproof. Incombustible; as, a fireproof building, asbestos, etc.
- Flour. The finely ground meal of seeds, and sometimes of minerals; as, wheat flour, buckwheat flour, emery flour, or flour of sulphur.
- Form. The type or other matter, paged, chased, and on the platen ready for printing.
- Fortune. A fickle goddess who claims all the homage of her votaries, but deserts them when they go into the byways of extravagance or carelessness. It is unlike luck, for it may be won legitimately.
- Found. To establish on a firm basis. To mold metal. A file for comb-makers.
- Foundry. The place where metals are cast or molded.
- Frog. A supporting plate, having raised ribs that form continuations of the rails at a branch or crossing of a railroad.
- Fulling. Cleansing, shrinking, and thickening cloth by moisture, heat, and pressure.
- Fur. The skins of certain wild animals, with the fur and hair.
- Furnish. To supply with moneys, implements, tools, etc.; to outfit.
- Fustian. A kind of coarse, twilled cotton and linen stuff, as corduroy, velveteen.
- Fustic. Yellow woods used in dyeing.

G

- Galvanic battery. A machine for generating electrical currents by the chemical action of liquids and metals. A voltaic battery.
- Gas. A permanently elastic fluid, as distinguished from steam and vapor. Marsh gas, or fire damp or methane, are natural gases varying in gravity from natural gas.
- Gauze. A light, transparent fabric.
- Gear. Manufactured goods for garments. A cogwheel, gearings.
- Gild, gilt. To cover with gold, to cause to look like gold, to make attractive; hence, gilt-edge.
- Gin. A liquor. A tripod with tackle for raising heavy weights. A cotton gin.
- Glass. A brittle, translucent substance, which may be colored with metallic oxides, for windows, ornaments, drinking cups, etc. To glaze with glass. Glassware.
- Glue. A brittle substance of great adhesive qualities, obtained from skins and hoofs of animals and from fish.

- Gobelin. A rich tapestry, the manufacture of which has been fostered by the French government since 1667.
- Gossamer. A filmy substance like spiders' web. A thin waterproof cloth or garment.
- Gouge. A bookbinder's tool for blind gilding, having a curved face.
- Grain. The fruit of certain grasses. A single seed. The arrangement of fibers in wood. A minute particle. The hair side of leather. The temper of a business man.
- Granulate. To form into grains; as, granulated sugar, magnesia, etc.
- Grease. Animal fat, as tallow, lard, crude oil, etc., etc.
- Grist. Ground corn, or as much grain as is carried to the mill at one time; a pioneer expression, a gristmill.
- Groats. Dried oats or wheat, hulled and broken, larger than grits.
- Gross. Bulky. The total sum. The total weight as distinguished from net.
- Guarantee. A promise to answer for the payment of a debt, the performance of a contract or duty, or the genuineness of an order or title.
- Gynocracy. A firm composed of females. Government by women.

H

- Habit. Outward appearance, attire. A close fitting garment. To dress.
- Hack. An implement for cutting a notch. A saw with a narrow blade for cutting metal. A horse or carriage kept for hire. A drudge.
- Hamper. A large basket in which soiled clothes are generally packed for the laundry.
- Hank. A parcel containing two or more skeins of yarn or thread tied together.
- Hansom. A two-wheeled carriage, with driver's seat elevated in rear, drawn by one horse.
- Harness. The equipment of a driving horse. To make one's self ready for work.
- Harp. A stringed musical instrument, set in a triangular frame.
- Harrow. A farm implement, used for breaking clods of earth and leveling after the plow.
- Hatch. An opening in the floor of a factory or warehouse.
- Heck. An apparatus for separating the threads of warps into sets.
- Helot. The wageworker as considered by the loafing anarchist.
- Help. Employes in factory, store or office, specifically domestic servants.
- Helter-skelter. Confusion in doing business, irregular business methods. A higgledy-piggledy commercial style, selling by peddling.
- Hemp. A fiber of the hemp and kindred plants, used in cordage and cloth manufacture.
- Herd. A collection of domestic cattle; a particular breed of cattle.
- Hire. To procure at a stated price. The labor or chattels of another. To rent, to engage.
- Hoard. To amass money and deposit it in some secret place.
- Hog. A quadruped of the genus *Sus*, well-known in Chicago where about 5,000,000 are killed annually and over 4,000,000 packed. A mean filthy, gluttonous chapie who has the bad qualities of a hog and none of its good ones.
- Homespun. Cloth made in the home—more specific than homemade, as the latter includes the manufactures of one's country as well as of the home.

- Hopper. A chute for feeding grain to the grinders in a mill, or that through which coal is fed to a furnace or loaded on cars. A garbage scow. An old-time water-closet.
- Horn. The projecting arms of the ruminants.
- Horse-power. The power to lift 550 pounds at the rate of 12 inches in a second, or 55 pounds to a height of 10 feet in a second.
- Hose. Covering for the feet and lower part of legs.
- House. A commercial term for a firm or large establishment.
- Hustle. To move or act hastily as a hustler.

I

- Idea. A general notion formed by generalization, the development of which leads to success or failure.
- Identify. To prove to be the same person whose name is endorsed on a check, draft, or money order. To establish identity. To become one in interest. To become attached to a cause or business.
- Illuminant. Gas or oil used for illuminating.
- Impaste. To knead. To make into paste. To lay on colors.
- Import. To bring in from abroad, as coffee from Brazil or tea from China.
- Importunate creditor. A troublesome, pertinacious fellow, whose acquaintance the debtor always regrets.
- Impose. To place type upon a table and lock in a chase for printing or impression or imprint.
- Impostor. One who represents goods better than they are.
- Incorporate. To blend together. To unite in a body under legal form.
- Indemnity. Security, exemption from loss or damage, compensation.
- Indenture. A contract in writing.
- Induction. Electro-dynamic. The action by which an interrupted current excites another current in a neighboring conductor, forming a closed circuit.
- Ingrain. A fabric dyed in the thread, as an ingrain carpet.
- Injection. The act of throwing cold water into a condenser to produce a vacuum.
- Injunction. A writ prohibiting certain acts, in force until dissolved.
- Insolvent. One who is unable to pay his debts. The law gives to such a clear receipt when he delivers up all his property to the court to be sold for the benefit of creditors.
- Interest. Participation in profits and responsibility, as interest in a firm; the premium paid for the use of money. The general name of an industry; as the "Cotton Interest," the "Iron Interest."
- Inventory. An account or schedule taken annually of goods in stock.
- Involve. To embarrass or entangle, as to involve a person in debt and misery.
- Iron. A hydrous oxide as hematite or magnetite, reduced on a large scale, to cast-iron, steel and wrought iron. The iron age is said to have begun in 410 A. D., at Rome; but generally, the iron age of any country begins with the use of iron utensils or implements. Specifically, it is the age when great iron works were introduced, as the iron-age of Illinois, of Pennsylvania, of Alabama.

Isinglass. A pure form of gelatin.

Ivory. The commercial name of the tusks of the elephant, hippopotamus, walrus and narwhal.

J

Jacquard. A device applied to looms for weaving figured goods.

Jewelry. A collection of jewels. The art of a jeweler.

Jigger. A table used in a pottery.

Job. To do chance work. To sell merchandise or stocks.

Joiner. One who joins wood for doors, stairs, coffins, etc.

Journal. An account-book. A shaft, axle or spindle which turns in a bearing.

Jute. A fiber of an East Indian plant used in making mats, cordage, gummy cloth, paper, etc.

K

Kelter. Proper condition. Regular order.

Knead. To work and press into a mass.

Knit. To form a textile fabric either by hand or machinery.

Koumiss. An intoxicant distilled from milk.

Kummel. A liquor made of sweetened spirit and caraway seeds.

Kyloes. A breed of cattle originating in the Hebrides.

L

Labor. Physical toil or intellectual exertion, used in the prosecution or perfection of anything. The foundation of wealth.

Lace. A fabric of fine linen, silk or cotton threads, often ornamented with figures.

Lager. A beer which is stored for some months before use; as, lager wine.

Laid. A paper with parallel lines or water marks made by the wires in the mold.

Lap. A layer of cotton fiber prepared for the carding machine. A soft metal used to hold a powder in cutting or polishing glass, cutlery, diamonds, etc. A clap-board. A shingle. A board used by tailors.

Lapidary. A grinder of precious stones.

Last. A piece of wood made like the human foot, used in boot and shoe factories and by cobblers. A weight of 4,000 pounds.

Lathe. A machine for turning or shaping wood, metal or stone. The swing frame of a loom.

Lea. A set of warp threads carried by a loop of the needle. A measure for yarn.

Leach. A tub or vat for leaching ashes, bark, etc.

Lead. A heavy, pliable, inelastic metal (graphite, usually called lead owing to its lead-like appearance). A thin strip of type metal used to separate lines of type.

Leather. The skins of animals, tanned and curried into leather.

Leaven. Any substance designed to produce fermentation in dough or liquids.

Ledger. A book containing a summary of accounts.

Letter. A written or printed communication. A single type. An epistle.

Levant. To skedaddle or decamp from the creditors.

Liability. That which one is under obligation to pay.

- License.** An authority conferred to deal in or manufacture liquors, drugs, or to practice law or medicine.
- Lime.** Derived from burned limestone or shells, used in mortars and cements.
- Limited.** A word used after firm names to notify creditors that the stockholders are merely liable for the amount of their stock.
- Linen.** Thread or cloth made of flax; the name is applied to household cloths.
- Linsey-woolsey.** A cloth made of linen and wool mixed.
- Lip.** The cutting edge on the end of an auger.
- Liquidate.** To determine the amount of indebtedness and apply assets toward the payment of all.
- Liquor.** Alcoholic or spirituous fluids, and all aqueous solutions without sugar.
- List.** The selvedge of cloth. A roll of names. A list of books. A protection for a rope-maker's hands. The first thin coat of tin in the formation of a tin plate. To name in the list of stocks offered for sale on 'Change.
- Lithography.** The art of putting designs or writing on stone with greasy material, and of producing therefrom printed impressions as lithographs.
- Lloyds.** An association of underwriters for the collection and diffusion of insurance news and ideas, originally confined to marine insurance.
- Loaf.** Any thick lump or mass; as, a loaf of bread, a loaf of sugar.
- Loom.** The frame in which a weaver makes cloth.

M

- Mabby.** An intoxicant distilled from potatoes.
- Macadam.** To cover a roadway with broken stone.
- Machine.** A combination of bodies so connected as to act in unison or one body, by means of which force and motion may be transmitted and modified.
- Mackintosh.** A waterproof outer-garment.
- Majolica.** A pottery with opaque glazing and showy decoration, which reached its greatest perfection in Italy in the fifteenth and sixteenth centuries. Now revived in the United States.
- Malt.** Barley or other grain steeped in water and dried in a kiln, thus forcing germination until the saccharine principle has been evolved, when it is used in breweries and distilleries.
- Malt liquor.** Beer, ale, porter, etc., prepared by fermenting an infusion of malt.
- Mandrel.** A lathe with a stout spindle, adapted for forming hollow articles by spinning.
- Mangle.** A machine for smoothing linen cloth, etc.
- Manila.** A fiber obtained from a plant which grows on the Pacific islands, imported by paper and cordage manufacturers.
- Manna croup.** The portion of hard wheat kernels ground into flour. A semolina for puddings and soups.
- Manteau.** A woman's cloak or mantle.
- Mantumaker.** A dressmaker.
- Manual.** Done or made by the hand; as, manual labor.
- Manufactory.** A building where anything is manufactured, often called a factory.
- Manufacture.** The operation of making wares by hand or machinery. To convert raw or partly wrought material into suitable forms.

- Margin.** Collateral security deposited with a broker to secure him from loss on contracts made on behalf of his principal.
- Market.** A public place where aliments are exposed for sale. An opportunity for selling anything. Demand as shown by price offered or obtainable. To sell. To bargain for provisions or other goods. A mart of trade.
- Marketable.** In good condition. Fit to be placed on sale.
- Marrow.** The tissue which fills the cavities of most bones.
- Mash.** Mixed ingredients reduced to pulp. Ground or bruised malt, or other grains steeped and stirred in hot water for making the wort. A meal and bran mash for cattle.
- Master-mechanic.** The chief mechanic. A master-workman.
- Masterpiece.** A chef-d'œuvre. Something done with extraordinary skill.
- Mat.** A small carpet. A fabric of sedge, rushes, straw for covering hot-beds in winter, or for placing beneath lamps or dishes on the table. A paper border within a picture frame. To interweave.
- Match.** A splint of wood bearing at one end an inflammable substance, which has taken the place of flint and punk in civilized countries. A fusee. That in which a pattern is imbedded, when a mold is made for founding. A cog-wheel. A groove or tongue in boards for joining closely, as produced by a matching machine.
- Material.** The substance or matter of which anything is made. Cotton, wool, flax, ore, logs are accounted as raw material.
- Matting.** Materials for mats. A lusterless gilding.
- Mattress.** A cushion for a bed. Interwoven willow work or poles, used in constructing levees, breakwaters, coffer-dams, etc.
- Meal.** Grain that is coarsely ground and unbolted.
- Meat.** Anything eaten for nourishment. Specifically the flesh of animals.
- Mechanic.** One who practices any of the mechanical arts. A tradesman.
- Merino.** A breed of sheep noted for fine wool.
- Metal.** A general name applied to the hard metals, as gold and iron, as well as to the alloys, brass, bronze, bell metal, etc. The broken stone used in macadamizing roads or ballasting railroads. Glass in a state of fusion.
- Milk.** A white fluid, secreted by the mammary glands of female mammals.
- Mill.** A money of account in the United States, having the value of 1-10th of a cent. A machine for grinding wheat, corn, and all other grains; for expressing juices, for sawing wood, for polishing stone, iron, glass, etc.; or for stamping ore. Applied also to cotton, powder, paper, and bark factories, as well as to great iron factories; as, rolling mills. A passage through which ore is shot.
- Mine.** A pit in the earth from which ore, metals, or mineral is taken.
- Mohair.** A coarse camelot or hair cloth.
- Molasses.** The thick, uncrystallizable syrup which drains from sugar.
- Mold.** The matrix or cavity in which anything is shaped.
- Monopoly.** The exclusive power, right, or privilege of manufacturing or selling a commodity. Exclusive possession.
- Morocco.** A fine leather, prepared from goatskin, tanned with sumac and dyed in various colors, said to have been first manufactured by the Moors.

- Mortar. A cement made by mixing lime, sand, and water, used in masonry. A vessel in which substances are pounded or mixed.
- Motive power. Water, steam, gas, electricity, wind, or animal power used to impart motion to machinery by means of an engine or motor.
- Mowing-machine. An agricultural implement, armed with knives, for cutting standing grass.
- Mule. A stubborn business man. A machine for spinning cotton, wool, etc.

N

- Nail. A pointed piece of metal, usually headed, for fastening wood, etc., cut from nail plates or cast.
- Nainsook. A thick jaconet or muslin, plain or striped.
- Narrow. To contract in size, as in knitting — taking two stitches into one.
- Needle. A pointed steel instrument, with an eye to receive the thread. A kind of loom used in weaving. A bismuthian ore.
- Neocracy. Management of a factory by raw and untried officers.
- Nest. A compact group of pulleys, gears, springs, etc., working collectively.
- Network. A fabric of threads, wires, cords secured at the crossings, so as to leave meshes between them.
- Non-manufacturing. Not carrying on manufactures.
- Norma. A rule or gauge, a standard, a model.
- Nut. A perforated piece of metal, provided with a female screw thread, used for tightening and holding a bolt.

O

- Ohm. The standard unit in the measure of electrical resistance. It is equal to the resistance, at the temperature of 32° F., of a column of pure mercury, which is a square millimeter in section, and 106 centimeters in length.
- Oil. The general name for a large class of organic bodies of great use to humanity.
- Oleomargarine. A liquid oil expressed from animal fats, from which the stearin has been separated by crystallization. By churning this oil with more or less milk an artificial butter is produced, equal, in its higher brands, to fair creamery butter.
- Organ. A wind instrument with keyboard (similar to that of a piano), stops, foot keys, and pedals, the manufacture of which has become an important industry here.
- Organzine. A double thrown silk of very fine texture, or silk twisted like a rope.
- Orleans. A cloth made of worsted and cotton.
- Overhaul. To examine and repair machinery, gearing, and put it in perfect running order.
- Owner. One who carries on a factory and controls it, whether the building is his own or leased.
- Pack. A shoo of cask staves. A bundle of sheet-iron plates for rolling simultaneously. To pack the piston of a steam engine; to pack a joint.
- Packer. One who packs food for preservation, as a meat-packer.
- Paint. Pigments prepared with oil, canned or barreled.
- Pantograph. An instrument for copying plans, maps, etc.

- Paper. A substance made of rags, straw, bark, wood or other fibrous material, reduced to pulp, then molded and dried.
- Paragon. A type smaller than great primer.
- Pastel. A crayon made of paste, composed of a color ground with gum water.
- Pelican. An old-time still arranged for continuous condensation and redistillation.
- Pemican. The original packed meat, made by the Indians from time immemorial. Jerked meat torn in shreds after being sun-dried, and immersed in melted fats and dried fruit, then compressed and used on long journeys.
- Penitentiary-work. The products of the factories carried on in connection with many penitentiaries; the products of convict labor, as boots and shoes, chairs, etc.
- Phaeton. A four-wheeled carriage, without side pieces in front of the seat.
- Pharmaceutics. The manufacture of medicinal substances.
- Phonautograph. An instrument which records a sound by characters; hence, phone, as phonograph, telephone, etc.
- Piano. A musical instrument, the manufacture of which is now carried on extensively in Chicago.
- Pica. The standard type, twice the size of nonpareil.
- Picker. A machine for picking fibrous materials. A part of a loom.
- Pig. An oblong mass of castiron, lead or other metal, run in the sow. A hog.
- Pigment. Any material from which a paint or dye may be prepared, or wine flavored.
- Pilot. The cowcatcher of a locomotive. A pilot engine.
- Pinchers. An instrument with two grasping jaws.
- Piston. A sliding piece which is either moved by or moves against fluid pressure; hence, piston-rod.
- Plane. A tool for smoothing wood, a planer, as a planing machine, a wooden block used in forcing type into place.
- Planish. To smooth a metallic surface. To condense, toughen and polish by light blows with a hammer.
- Plant. The collective machinery of a factory or mill.
- Plaster. A composition of lime, water and sand, with or without hair. Plaster of paris and lime used for a finishing coat or gypsum used as a fertilizer.
- Plate. Metallic armor composed of broad pieces, as steel plate. A thin sheet of metal; silverware or plated-ware. An engraved plate for printing. A sheet of glass, etc., used in photography.
- Platen. That part of a printing machine which presses the paper against the type.
- Platform car. A car without sides or covering; a flat car.
- Plating. The art of coating with a thin metal, as electroplating; silver-plating.
- Platinum. A heavy tin-white metal, ductile and malleable, but very infusible.
- Plow. An agricultural implement. An instrument for shaving the edges of books. A machine for grooving wood.
- Pongee. An undyed silk, made to imitate the Chinese and Indian fabric.
- Porcelain. A translucent or semi-translucent earthenware, made first in China and Japan, now manufactured in Europe and America.
- Pork. The flesh of swine, fresh or salted, used as an article of food.
- Pot. A metallic or earthen vessel, used in manufacture, as the pot in a glass factory. A crucible.
- Potash. The impure potassium obtained by leaching wood ashes.

- Pottery. The glazed earthen vessels or wares made by potters.
- Power. The rate at which mechanical energy is exerted by an animate or inanimate engine.
- Preserve. To pack with sugar or salt, as fruits, meat, vegetables, etc.
- Press. An extractor. An apparatus for stamping or shaping. A printing press.
- Primer. A type, such as long primer or great primer.
- Print. To stamp or mark as upon paper, wood, metal or fabrics. A colored cotton. A drawing. A publication.
- Production. The total output of a mill or factory.
- Proof-spirit. A distilled spirit or mixture of alcohol and water—equal to half of its volume of alcohol.
- Ptisan. A decoction of barley with other ingredients.
- Puddling. Converting castiron into wrought iron or steel by intense heat in a reverberatory furnace.
- Pug. Clay moistened and worked to plasticity in a pug mill.
- Pulley. A wheel for transmitting or imparting power. One of the mechanical powers.
- Pump. An hydraulic machine, variously constructed.
- Pupelo. Cider brandy made in the United States.

Q

- Quad. A quadrat used in spacing type.
- Quarter. One-fourth part of the carcass of a slaughtered animal.
- Quintessence. The extraction of the subtle and essential constituent in a small quantity.
- Quire. The smallest division of paper observed in a paper mill. The twentieth part of a ream.
- Quotation. The current prices at which manufactured articles are offered.

R

- Rail. An iron or steel bar, laid horizontally on ties, as on a railroad. A horizontal piece of wood, as in a fence, balustrade or stairway.
- Railroad. A road laid with iron rails, over which heavy loads may be hauled by steam engine, electric motor, or horses.
- Raw material. Material in its natural state as brought to the factory or mill. Not mixed or prepared.
- Receiver. A vessel for receiving and condensing the products of distillation.
- Rectify. To refine by repeated distillation or sublimation. To refine.
- Reel. A machine which winds and measures yarn.
- Refinery. The buildings and plant where wine, oil and sugar are purified, or the furnace in which cast-iron is refined by the action of a blast on the molten metal.
- Refrigerator. A box, room, or car cooled by ice, in which perishable goods may be stored or shipped. The tank in which ice is formed in an ice machine.
- Render. To extract oil, lard, tallow, etc., from animal substances.
- Repair. To mend, as shoes. To restore, as an old church. To fix. To place in running order.
- Ribbon. A narrow fabric, usually made of silk. A narrow strip of steel or magnesium.

- Rockaway. A carriage somewhat heavier than the original rockaway, with two seats and drop curtains.
- Rocker. A rocking chair. A cradle bed. An implement used in placer mining. A shaft that oscillates on its journals instead of revolving.
- Roll. A small, raised biscuit. A lot of cloth, carpet, ribbon, or paper in cylindrical form. A list of factory hands.
- Roller. A cylinder made of glue and molasses for inking forms in the press. A castor wheel. A modern flouring mill.
- Rolling mill. Iron works where heavy steel rollers are used in making sheet metal and rails.
- Rope. A stout cord, usually not less than an inch in circumference.
- Rug. A coarse, heavy frieze formerly used for garments.

S

- Sagathy. A woven fabric of silk and cotton, or silk and wool.
- Sailmaker. One who makes sails for ships of duck or canvas.
- Salt. A chloride of sodium found as rock or in solution.
- Saw. A steel toothed instrument for cutting, as the hand, cross-cut, rip, band, circular or scroll saw. The machine for setting the teeth of a saw is known as a *set*.
- Scald. To expose to a boiling heat. To plunge into boiled water; as, scalding hog carcasses at the stockyards.
- Scaleboard. A thin veneer used for covering the surfaces of furniture and cabinet work.
- Scissors. A cutting instrument for paper, cloth, etc., smaller than a shears.
- Scorifier. A flat cup used in the first heating of metal for assay, to remove the earth and gangue and concentrate the metal in a lead button.
- Screw. A cylinder with a continuous rib winding around it spirally. A mechanical power based on the inclined plane.
- Script. A type made to imitate handwriting.
- Seersucker. A light fabric, originally made in the East Indies.
- Self-acting. A term applied to an automatic machine, which being set in motion will do one or several things without the introduction of manual aid; as, a self-binder, a printing-press, etc.
- Semi-vitrified. Partially converted into glass or glazed with a glassy substance.
- Shackle. Links or loops fitted with a movable bolt, used for fettering. A car coupling. A shacklock.
- Shaft. The chamber of a blast furnace. A line-shaft bearing pulleys and belting by which machines are driven. A cylinder revolving on one or more journals. An air duct. An elevator way. An excavation in the earth, as a mine shaft, etc.
- Shag. A cloth having a long, coarse nap.
- Shake. A shook of staves and headings.
- Shamble. A butcher's shop, an abattoir.
- Shearing. A process for preparing shear steel. A machine for dividing plates or bars of metal, for cutting wool from sheep, or for cutting cloth.
- Shed. To divide the warp threads so as to make way for the shuttle.
- Shift. The change of one set of workmen for another set.

- Shingling mill. A forge where puddled iron is freed from scoriæ.
- Shoe. A covering for the human foot. A plate of iron attached to the hoofs of horses and other beasts of burden. A spout for conveying grain from the hopper to the eye of the millstone, etc.
- Shuttle. A weaver's implement used for shooting the thread. The sliding thread holder in a sewing-machine, which carries the lower thread.
- Silk. The soft thread produced by caterpillars, known as raw silk when wound off from the cocoons. A cottony substance enveloping the seeds of the silk cotton tree, which is used for padding, but cannot be spun. A strong thread produced by the silk spider.
- Sinker. A part of a knitting machine.
- Sirloin. A part of a loin of beef, or the whole loin.
- Skid. A bar or rail used as an incline plane down which heavy irons slide to the dock or loading carriage.
- Sled. A vehicle on runners, used as a sleigh on snow or ice.
- Sledge. A heavy hammer.
- Slip. Potter's clay in a liquid state.
- Smokehouse. A building where meat or fish is cured by subjecting it to a dense smoke.
- Smokestack. A factory chimney, generally very high, constructed of brick or sheet iron.
- Soap. A cleansing material made from fats or oils, with alkalies. Castile soap is made of olive oil and soda.
- Soda. The sodium oxide or hydroxide—a valuable metallic element of the alkali group.
- Solder. To unite metallic substances by a fusible metallic cement.
- Sole leather. A thick, strong leather used for the soles of boots and shoes, and for leather plates.
- Sounding board. A thin board which propagates the sound in a piano, violin or other stringed instrument. A board over a pulpit or reader's desk to give distinctness to the voice.
- Soutage. Bagging, whether of burlap, cotton, or linen.
- Spike. A large nail.
- Spin. To twist into threads.
- Spindle. The long, slender rod of a spinning-wheel.
- Spinning-jenny. A machine for spinning wool or cotton.
- Spinning-wheel. A machine with a single spindle or spool for spinning yarn or thread.
- Spirit. Any liquid produced by distillation. Whisky, rum, gin, brandy, *et. al.*, as distinguished from wine and malt liquors.
- Splitleather. A skin divided into two or more thicknesses.
- Spring. The elastic power or force of steel and other substances; hence, the spring of a carriage.
- Staple. Unmanufactured material. A loop of iron or wire. A small shaft in a mine. The fiber of wool, cotton, flax. The regular product of a factory.
- Stationery. The general name of goods manufactured for office use, ranging from a sheet of paper or pen to a ledger.
- Stay. A corset stiffened with whalebone. A stay-bolt.

- Steam-engine. A steam apparatus (consisting of piston, cylinder and valve-gear), known as condensing, non-condensing, compound, double-acting, single-acting, and triple expansion; again, as reciprocating, rotary, stationary, portable, locomotive, etc.
- Steel. A variety of iron intermediate between wrought and cast iron.
- Stereotype. A solid fac-simile of a page of type.
- Stick. A metal or wooden frame in which type is set before being placed on the galley.
- Still. A vessel used in the distillation of liquids. A distillery.
- Stitch. To sew, as a tailor or dress maker.
- Stockyards. In Chicago, the cattle market, abattoir and packing-house.
- Strike. To stamp or impress. To lade into a cooler. To cease work in a factory for some real or imaginary mistake of the foreman or proprietor, or for the purpose of forcing the proprietor to pay higher wages.
- Stripe. A pattern produced by arranging the warp-threads in sets of alternating colors.
- Sugar. The sweet substance obtained by crystallizing the evaporated juice of the cane, sorghum, beet, maple, etc.
- Surfacer. A machine for dressing the face of wood, metal, or stone.
- Swink. A laborer in a factory or iron mill.
- Switch. A movable part of a rail or rails, for transferring cars from one track to another. The switch system in telephone and telegraph offices and in electric light and power works.

T

- Tabouret. A frame for embroidery.
- Tackle. Apparatus for raising or lowering heavy bodies.
- Tailor. A cutter or sewer of men's garments.
- Tallow. The suet of animals of the ox and sheep species, containing much stearine.
- Tamp. To plug up with clay, sod or other material.
- Tan. The bark of the oak, hemlock, sumac and other trees, pickled and used in tanning leather.
- Tarpaulin. A waterproof canvas used in making garments, hats, and caps, as well as covering for wagons, etc.
- Tasker. A day laborer or mechanic who does task work.
- Tatting. A kind of lace made from sewing thread, with a peculiar stitch.
- Taw. To dress hemp. To dress sheep and goat skins by imbuing them with alum, salt, *et. al.*, for softening and bleaching them.
- Taxcart. A spring cart, a cross between a buggy and a dogcart.
- Taxidermy. The art of preparing and mounting the skins of animals, so as to represent their natural appearance.
- Technic. The method of a skilled tradesman.
- Telegraph. The wire and apparatus used in conveying messages by electric currents.
- Telephone. An instrument or apparatus which receives and reproduces speech or carries sound.
- Temper. The degree of hardness in metal.
- Tender. The coal and tank car attached to a locomotive.

Textiles. Woven fabrics. Textures.

Thong. A leather strap, used as a string or rope.

Ticking. A strong, closely-woven, linen or cotton fabric, usually twilled and striped, used for covering mattresses and paillasses.

Tile. A thin plate of baked clay, used in roofing, flooring, mantel work, and often instead of wainscoting or panel work in halls. In cylindrical form it is used for drain and sewer pipe and coping, while as terra cotta it is a fine building material.

Time-keeper. The recorder of workmen's time in a factory.

Tin. A soft, white crystalline metal, malleable at ordinary temperatures, but brittle when heated. It is not easily oxidized in air, and for that reason is used in coating iron. As a tinfoil it is used in the manufacture of mirrors and as an alloy in solder, bronze, and speculum metal. Block tin and tin plate are now manufactured in the United States.

Tobacco. The dried and cured leaves of the nicotine plant.

Toddy. A juice extracted from various tropical palms, which when fermented becomes a spirituous liquor.

Toggle. Two rods or plates connected by a knee joint.

Token. Ten and one-half quires or 250 sheets of paper printed on both sides; sometimes half that number printed on both sides.

Tomato canning. One of the modern industries carried on on the principle of fruit and meat canning.

Tools. A tradesman's implements, as a saw, hammer, chisel, plane, wrench, etc.

Tooth. A cog; one of the teeth of a saw.

Trade mark. A distinguishing mark or device affixed by a manufacturer to his goods.

Trades union. A combination of artisans organized to obtain all they can from the manufacturer.

Train. The roll train in a rolling mill, consisting of a set of plain or grooved rolls for shaping metal.

Trap. A bend or chamber in a drain or sewerpipe, which holds liquid, as a seal against sewer gas.

Traverse. To plane across the grain of wood or other substances.

Truck. A swiveling carriage consisting of two pairs of wheels, boxes, springs, which support one end of a locomotive or car. A heavy wagon drawn by two or more horses.

Tubes. The pipes in a boiler containing water. Gas or water pipes, usually iron; hence, tube works, tubular bridge.

Turn. To form in a lathe as wood; hence, turner, turnery.

Turntable. A large revolving platform used in turning locomotives and railroad cars. A switch on wheels.

Twine. A strong thread composed of two or three strands. Binding twine, the manufacture of which has become an important industry.

Twist. A kind of cotton yarn. A strong sewing silk.

Type. An alloy of lead and antimony, with a little tin, nickel or copper, cast in a mold to form printing type, or maple cut into letters called display type; all manufactured in a type foundry.

U

- Umber. A brown or reddish pigment, obtained from clay colored by oxides of iron and manganese.
- Upper. A vamp. The upper leather of a shoe.

V

- Vacuum. A space from which the air has been pumped, as the condenser of a steam engine.
- Value. The aggregate properties of an article of manufacture by which it is rendered useful.
- Valve. A lid, plug or cover, made to open or close, to permit or prevent the passage of fluids, such as gas, water or air; hence, air valve, ball valve, check valve, valve gear, valve yoke.
- Vamp. To provide with new upper leather.
- Vehicle. Any liquid with which a pigment is mixed. A carriage, wagon, sleigh, bicycle, etc.
- Vellum. A parchment made from calf skin. A transparent cotton fabric used for writing and in bookbinding.
- Velvet. A silk fabric having a short, close nap.
- Vise. An instrument consisting of two jaws, closing by a screw, lever, or cam.
- Vitrify. To convert into glass.
- Vitriol. A sulphate of iron, copper, zinc, cobalt; as, blue vitriol, green vitriol, white and red vitriol, oil of vitriol, and vitriol of Mars.
- Volatile. A liquid or solid, as gasoline or phosphorus, which passes rapidly into an æriform state.
- Volcanize. To subject to volcanic heat.
- Volt. The standard unit of electro-motive force, which produces a current of one ampere in a circuit having a resistance of one ohm.
- Voltaic. The first apparatus for developing electric currents by chemical action, made by Allesandro Volta about the year 1770.
- Voltatype. An electrotype.
- Volume. Dimension, compass, bulk.

W

- Wafer. A thin cracker, the manufacture of which is almost as important as that of crackers.
- Wagon. A vehicle with four wheels, usually drawn by two horses, distinguished from the light wagon.
- Wagonette. An uncovered carriage, with seats along the sides, designed to carry six or eight persons, with driver's seat.
- Walk mill. A fulling mill.
- Warp. To arrange on a warp beam in a loom. To run a rope off the reels into hauls to be tarred, as yarns. To twist or bend out of shape.
- Wash. To clean by rubbing or washing. To plate with a thin coat of metal. To separate metal from ore. The fermented wort before the spirit is extracted by distillation. A thin coat of color in painting.

- Washpot. A pot containing melted tin into which the plates are dipped to be coated with tin.
- Wastepipe. An escape pipe in steam boilers. Exhaust steam. In plumbing, the outlet pipe of a sink or bowl.
- Water. The most important natural solvent, consists of hydrogen and oxygen, but impregnated with foreign matter, which may be removed by distillation. A wavy, lustrous pattern imparted to silk, linen, and metals.
- Watermark. A letter or device wrought into paper in the mold by wires bent to form the character.
- Waterproof. Cloth imbued with rubber, incapable of receiving water. A rain coat. A roof made impervious to water.
- Water-tower. A metal standpipe into which water is pumped and from which much of the force of a water supply system is obtained.
- Wax. A fatty, solid substance produced by bees and used in the construction of the comb. Other resinous substances; as, sealing wax, grafting wax, etching wax, Japanese wax, and mineral wax.
- Wear. To impair, waste, or diminish by continual attrition.
- Weathered. The alteration of the surface of wood, iron, etc., in color, texture, or composition by exposure to the weather.
- Web. A textile fabric. A band used to regulate the extension of a carriage hood. A thin sheet of metal or strip of lead, zinc, or tin. The blade of a saw. The vertical plate connecting the upper and lower flanges of a girder or rail. A part of an anvil. The arm of a crank between the shaft and the wrist. A printing-press, which takes paper from the roll.
- Wedge. A mass of metal in the form of a wedge. In pottery, clay cut in wedge-like masses, or wedgewood pottery.
- Weight. A definite mass of metal used for ascertaining the weights of other bodies. The resistance against which a machine acts. The downward pressure of a body under the influence of gravity.
- Wheat. A cereal which furnishes white flour for bread, and which, next to rice, is the grain most largely used by the human race. Buckwheat and Indian wheat are distinct grains.
- Wheel. A rotating disk, solid or composed of hub, spokes, etc., used for supporting or conveying, as in a carriage and necessary in machinery. The spinning, potter's, carriage and mill wheel are original forms.
- Whirl. The hooked spindle of a rope machine, to which the threads to be twisted are attached.
- Whisket. A small lathe for turning wooden pins.
- Willow. A machine in which cotton or wool is opened and cleansed by the action of long spikes projecting from a drum, which revolves within a box studded with similar spikes.
- Willow work. Baskets, cradles, baby carriages, chairs, etc., made from the slender, pliant branches of the willow tree.
- Winch. A reel upon which thread may be wound. A crank for turning a machine, as a grindstone, a windlass.
- Wind. To roll round and round. To coil.
- Windmill. A mill operated by wind acting on vanes or sails, which radiate from a horizontal shaft.

- Wire. A thread or slender metal rod formed by being passed between grooved rollers or drawn through holes in a steel plate, used in making wire rope, mattresses, bridges, wire screen or cloth, and as a conveyor of electric currents.
- Wood. The hard fibrous body of trees, which is used in the arts most extensively.
- Wool. The soft curled hair forming the clothing of the sheep, which is pulled or shorn, cleansed, and manufactured into fabrics as woolen goods.
- Worm. The condensing tube of a still. A gearing consisting of a screw and worm wheel working together.
- Wort. The sweet infusion of malt which ferments and forms beer.
- Wrench. An instrument with fixed or movable jaws used in turning nuts, bolts, screw taps, etc.
- Wrought. Anything hammered out of its crude state; as, wrought iron.

X

- Xanthin. A yellow coloring extracted from yellow flowers.
- Xylograph. A wood engraving, or the impression therefrom.

Y

- Yard. The space in which lumber is stored, where railroad cars are sidetracked, or where the machine shops of a railroad are situated.
- Yeast. A preparation used for raising dough.
- Yolk. The oily secretion which covers the wool of sheep. The yellow part of an egg.

Z

- Zephyr. A thin fabric. A waterproof fabric of wool. A light, embroidered shawl made of worsted and cotton.
- Zinc. A bluish, white metal, malleable when heated, and used for sheathing, coating, and galvanizing. It is used in making brass, britannia, and other alloys.





